The National COOPERS' JOURNAL

DEVOTED TO THE COOPERAGE INDUSTRY

A paper of great value to all stave, hoop, heading and liner manufacturers; to all makers and users of barrels, kegs, casks, tubs, pails, machinery and mill supplies.

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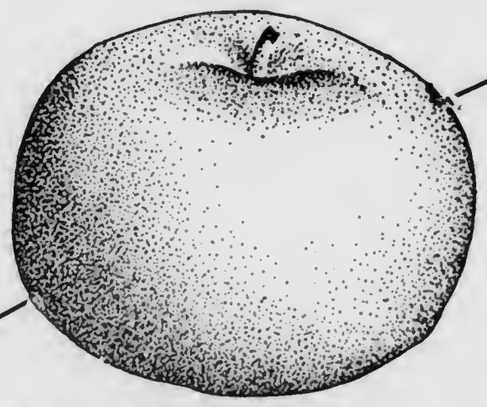

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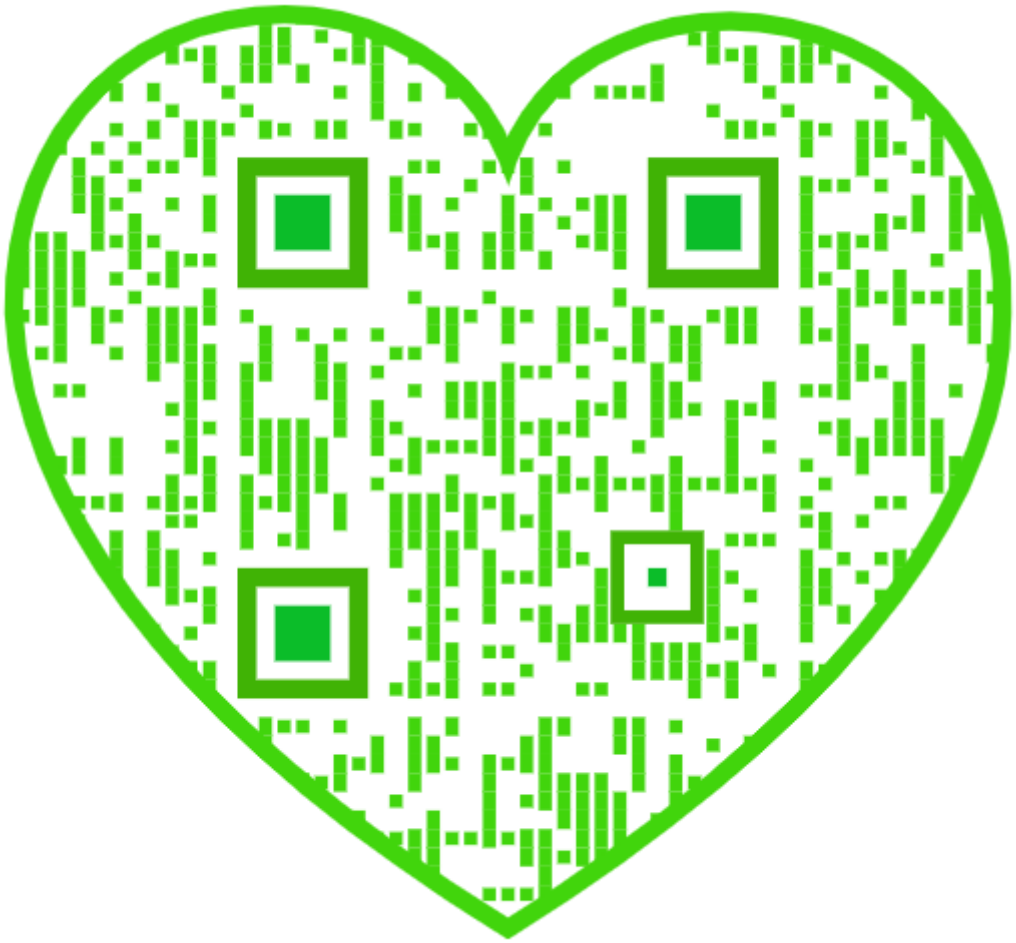
NATIONAL COOPERAGE & WOODENWARE COMPANY

Tight Barrels and Kegs — FOUNDED 1834 — Tight Staves and Heading

PEORIA — ILLINOIS

Vol. 44, No. 2 Philadelphia June, 1928



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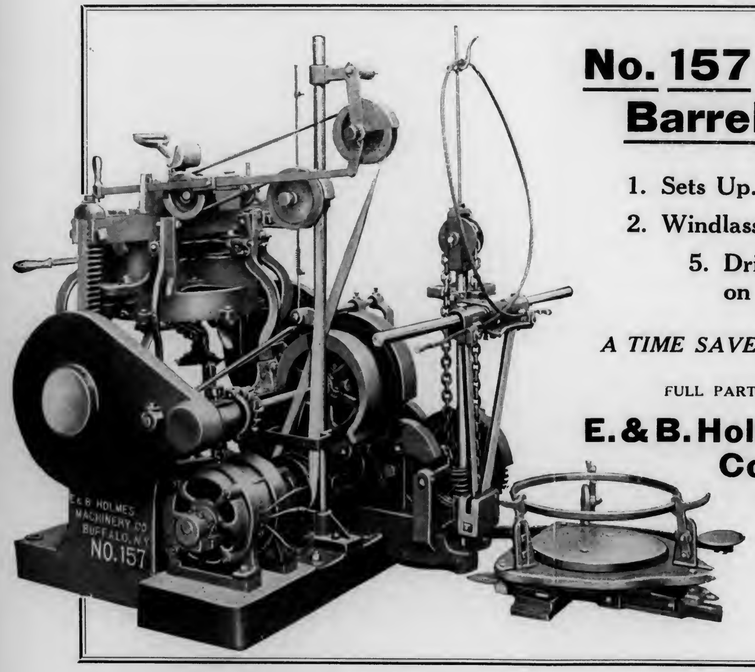

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1928 is an even numbered year and statistics show that even numbered years produce the heavy Apple Crops.

Apple Growers, Shippers and Packers, as well as State Authorities look forward to an Apple Crop for 1928 that will equal or exceed the bumper crops of past years.

The backward weather of the early months has prevented premature budding and blossoming of the trees, and reduced the damage by frost to a minimum.

THE STAGE IS SET for a RECORD-BREAKING SALE of APPLE Barrels and Barrel Stock.

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If you are a Stock Manufacturer you will find that the Apple Barrel Maker looks upon THE JOURNAL as his reference book when buying staves, hoops and heading.

If you are an Apple Barrel Maker, you will discover that the Apple Grower, Shipper and Packer looks upon THE JOURNAL as his Buyer's Guide when purchasing his season's supplies of Apple Barrels.

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The National Coopers' Journal

Philadelphia

"There Is No Other Like It"—The Only Paper That Can and Does Devote Its Efforts To the Wooden Barrel Exclusively

The National Coopers' Journal

FORTY-FOURTH YEAR | **Philadelphia, June, 1928** | $2.00 PER YEAR VOL. XLIV, No. 2

Regain the Sugar Trade for the Wooden Barrel

Revival in Demand for Sugar Barrels an Incentive to Campaign Entire Sugar Industry—Splendid Opportunity at Hand to Sell the Wooden Barrel to Sugar Associations—Immediate Action Imperative

For many years the chief wealth of Louisiana was drawn from the sugar industry, and over a large area of the richest land in the State agriculture was narrowed to a single crop. All business in southern Louisiana, and particularly in New Orleans was tied up with and more or less dependent on the sugar output. A good sugar year meant prosperity to the whole community, and a poor cane crop meant a general business depression. Then the harvests of cane grew less and less, ceased to be profitable, and finally cane could only be grown at a loss.

The business experience of many of the best men in the State was confined to cane growing and the production of sugar, and their capital, often very large, was all tied up in the sugar business. Their lands were best adapted to cane growing, and changing to some other line of business, or to some other crop was a very serious matter, so they clung desperately to their great plantations and their sugar mills, hoping against hope, while the banks stood by them and made heroic efforts to aid them in passing the crisis, and at last the crisis was passed.

The whole trouble was that the variety of cane grown in this section had deteriorated, the canes had become weakly, subject to disease and parasitical growths and yielded but little sugar. It was much easier to discover the trouble than it was to find and apply the remedy, but the remedy was finally found and applied. New varieties of cane, with larger sugar content, and resistent to disease, were developed, propagated and adopted by the planters, and now the sugar industry is regaining its old importance.

1927 Saw An Increase of Sugar Production Per Acre of Cane

In the year 1926 the production of sugar was only 731 pounds to the acre of cane, and the value of this small amount of sugar was far less than the cost of raising and harvesting the cane, to say nothing of the cost of manufacturing the sugar. In 1927 the average acre of cane produced 1,972 pounds of sugar, which paid for raising and harvesting the crop and manufacturing the sugar and left a handsome profit to the credit of the planter. Smaller acreage, larger production and less expense, means a success greater than the boldest prophet could have predicted.

Revival Noted in Sugar Barrel—Opportunity to Increase Its Use is at Hand

In the memory of coopers who are still making barrels the coopers in this city were almost wholly dependent on the sugar business for their livelihood, and the dealers in stock sought only the trade of the sugar mills and gave little or no thought to the chance orders which they occasionally received from other industries. When the sugar business declined the coopers sought and found other customers, and began to think of the sugar barrel as a dead issue, as something that had passed into history. They ceased to solicit the sugar trade, for selling sugar barrels to a plantation mill was like selling harness to a man whose horse had died. It could not be done. Last year, however, there was a slight revival in the sugar barrel trade, and more barrels were taken by the sugar men than had been used by them during several previous years. Is this slight improvement to grow into a great revival, and will the coopers share in the renewed prosperity of the sugar men? That will depend on the cooperage men themselves. The opportunity is here for them, and it is up to them to avail themselves of it, to regain and hold their trade, or to give up and leave the business to the substitute package.

Sugar Producers Efficiently Organized

The sugar men are organized and solidly united, not to restrict trade in any way, but to work in harmony that they may avail themselves to the fullest extent of improved conditions. The Domestic Sugar Producers' Association, embracing all the growers of the Continental United States and the territories of Hawaii and Porto Rico, has been organized with E. A. Burguieres, treasurer of the firm of J. M. Burguieres, Ltd., the well-known sugar people of 825 Union Street, New Orleans, as president, is opening headquarters in Washington to further this program. This organization does not confine its interests to cane sugar alone, but embraces the United States Sugar Beet Association, and will do all in its power to promote the cultivation of sugar beets and advance the interests of beet sugars.

The leaders of this new organization say that the United States send out of the country $350,000,000 every year to purchase foreign sugar that could be best produced at home, and you may feel sure that Louisiana, with the new developments now beginning, will do her part towards keeping a good portion of this colossal sum at home.

A Selling Campaign for Sugar Barrel Should be Started at Once

It is high time for the cooperage interests to resume their old tactics of sending their best men to visit the sugar mills months in advance of the grinding season, to ascertain what their wants are likely to be, book their orders if possible, and at the very least keep in touch with them. Fifteen or twenty years ago the sugar mills produced various grades of sugar, changing the character of their output as occasion required. White sugars and the better grades of yellows were shipped in barrels, while the damp, coarse brown sugars, which were facetiously termed "mud," were shipped in bags or gunnysacks. In those days a cooperage or cooperage stock salesman would approach a plantation mill owner and humorously ask, "What are you going to make this year, sugar or mud?" This question was received in good part, and if the manufacturer replied that he was going to make "mud," that settled it, for bags would be good enough for that product, but if he replied that he would make "sugar," he was known at once as a prospective barrel user, with a large order to be booked by someone. The mills now confine themselves mainly to the production of the better grades of sugars, that should be shipped in barrels, and it is the duty of the cooperage men, for their own sakes and in the interest of pure food and public health, to show the sugar mill man that he should not resort to the use of the substitute package.

Sell the Idea of Wooden Barrels to Sugar Organization

Would it not be possible, also, to reach the great central organization of sugar interests, not to sell to it, for it does not buy packages, but to enlist its influence on the side of the barrel? The president of the organization was for many years a large buyer of cooperage stock, and is well known to many of our older cooperage stock men. He should be, and probably is, still a friend of the barrel.

New Sugar Enterprises Constantly Springing Up

During the long years of depression in Louisiana's "Sugar Bowl" there was but little use for the sugar mills, and some of them were allowed to deteriorate, while some of them were dismantled and sold for shipment to the tropics, but now the value of the many great properties that remain is greatly enhanced, and new enterprises are

on foot in the way of improvements and in the erection of new structures. An evidence of this tendency is seen in the awarding of a contract for the construction of a huge, modern sugar mill on the Southdown Plantation, which is just outside of the town of Houma, in Terrebonne Parish, this State. For many years Southdown was a very large buyer of cooperage stock, maintained an extensive and well appointed machine cooper shop, where everything was up to date, and where the barrels were fired with natural gas, and then the barrel declined with them.

This New Sugar Plant Should Use Wooden Barrels

Their new mill will be of the most modern construction, with all steel cane carriers, twelve roller tandem with double crushers, and will have a capacity of 2,000 tons of cane per day, but how about the cooperage department, and who is to keep the merits of "the best package" before them, and who will furnish their stock? The business is worth trying for. The vast property is owned by the Estate of H. C. Minor.

Where Was the Wooden Barrel at Cottonseed Crushers' Convention?

Another great business that uses vast quantities of cooperage, and should use more, is the cottonseed oil industry. About the middle of May the Interstate Cottonseed Crushers' Association met here in its annual convention, more than six hundred members attending. Their meetings were harmonious, their discussions valuable to their business and calculated to advance their knowledge of their specialty and promote the spirit of good fellowship among them, but they failed to touch upon one point that is of vital importance to their trade, and that is, that the wooden barrel is the best possible container for their products. No one seems to have taken the trouble to bring this vital topic to their attention. The men whose living depends largely on the patronage of the members of this association stood back and said nothing. S. W. Wilbor, of Paris, Texas, is president of the association, W. A. Sherman, of Houston, Texas, is vice-president, and H. C. Hodgson, of Athens, Ga., is another vice-president, all of these gentlemen being prominent in the industry that uses so many wooden barrels, buckets and tubs.

"Modern Dry Kiln Engineering"

The Universal Vacuum Dry Kiln Company issue a monthly house-organ which is called *Modern Dry Kiln Engineering*. This is a very interesting little publication, and is well worth reading.

Modern Dry Kiln Engineering will be sent free upon request to the Universal Vacuum Dry Kiln Co., 417-21 City Bank Bldg., Kansas City, Mo.

New Stave Mill to Operate

Grundler & Nelson will operate a stave mill at Hammond, Ozark County, Mo.

Favorable Crop Outlook Brightens Louisville's Cooperage Prospects

Although the outlook for cooperage is very fair the actual demand so far this spring has been quite light, due in part to a very backward season, which has resulted in fruit and vegetable crops being late. Truck gardeners in this section have been quite late in getting enough produce on the market for local or carlot shipments, and northern sections had stock in hand from their own territory at about the same time, with the result that there has not been a normal movement of bunch vegetables in iced barrels to the North and East.

Outlook Favorable for Various Agricultural Products

Trouble with cabbage plants and bad weather at planting season indicates that the cabbage crop will not be especially large in this section, meaning less barrels consumed perhaps by the kraut packers, but outlook for pickles and other lines going into barrels is good.

Strawberries have been very late, and Kentucky berries started just before the close of May, whereas they should have been about cleaned up. Berries will create a fair demand for white oak packages when movement becomes large enough to make for a lower market.

Outlook in the South is promising for a considerable cotton crop, which should result in more seed for the crushers, and a somewhat better demand for barrels for packing oils and various cottonseed products.

Good Crop of Kentucky Potatoes

A fairly good and perhaps large first crop of potatoes will be harvested in the Louisville territory in late June and early July, which should create a fair to good demand for slack barrels which are used in shipping the early movement, when skins are tender.

There should be a somewhat better demand in the fall than normally for tobacco hogsheads, as indications are for the largest acreage in a number of years, due to a cleaned up condition of the market following the short crop of last season, and increased consumption.

Favorable Crops the Bright Star in Louisville Cooperage Sky

Business with the cooperage industry at the present time is quite light. There is no use arguing that it is otherwise, but crop conditions are looking more favorable all the time, and it is felt that there will be a normal or better demand over the summer and fall for tight as well as slack barrels.

Cooperge Volume is Light at Present

Right now there is relatively small demand for both packages and cooperage material. Staves and heading are in very small demand, and such sales as have been made have been at very unsatisfactory prices, bordering on cost or less than cost. Competition for barrel orders has been very keen, and while prices are about the same as they have been, indications are that there is some shading being done, which is unfortunate as prices are too low now.

News and Briefs From Louisville

At the office of the Louisville Cooperage Co., it was reported that business was quiet, the plant operating on a slow bell, both inquiries and orders being light, with the result that operations are not quite at fifty per cent. of capacity. Account of light consumption of staves and heading, and also light sales of such material, the company is operating but one of its eastern Kentucky mills; and is doing very little in its Louisiana mills. J. N. White, president of the company, remarked that outlook appeared to be a trifle brighter for the future, with indications that mid-summer and early fall would find consumption active.

No new development has been announced by the Atlantic Tank & Barrel Corporation regarding plans under consideration for establishing a keg division to its local barrel plant, a matter that has been under consideration for the past several months.

A. W. Wright, Philip Sengel & Son, operating the Gambrinus Cooperage Works, remarked that with the exception of a few slack barrels the company was doing very little at the present time.

R. E. Wathen, Louisville, of the American Medicinal Spirits Corporation, formed a few months ago as a merger of a number of the larger distilling interests in this section, and other officials of the company, were recently in Washington, in connection with efforts to arrange for resumption of production of medicinal whiskey However, so far as can be ascertained nothing definite is in sight.

Canadian Duty on Cooperage

In answer to an inquiry from C. G. Hirt, secretary-treasurer of the Associated Cooperage Industries of America, the Canadian commissioner of customs has issued the following definite ruling with regard to the valuation of cooperage stock for duty purposes on shipments reconsigned in transit:

"The valuation for duty purposes will be based on the fair market value at the place where the goods are reconsigned or diverted to the ultimate destination in Canada, so that if cooperage stock was valued at $10 in Arkansas and was consigned to Chicago, where the valuation for such stock was $13 and reconsigned at Chicago to a point in Canada, the valuation for duty purposes would be $13 and not $10. It is, therefore, important that shipments to Canada be diverted as near the point of origin as possible."

The Standard Barrel Co., Cleveland, Ohio, has been chartered to manufacture barrels, kegs and other wood products.

Export Packing and Shipping as Related to the Use of Wooden Barrels*

The Wooden Barrel Fills All Requirements for Export Trade—It is Sturdy, Dependable and a Guarantee of Safe Transportation

By C. G. HIRT, Secretary-Treasurer
The Associated Cooperage Industries of America

Among the important factors to be seriously considered in the establishment and maintenance of export trade is the manner in which merchandise is packed and shipped from the point of manufacture and production, in order to insure its safe arrival at destination in the original state of perfection.

Methods of packing products for export to the various markets of the world during the past few years have improved to a marked degree. Nevertheless, much remains to be done in this field, for while we may be accorded the leadership in the matter of export packing, there are still many failures due to improper packing, as well as the selection of containers that are not strong enough to withstand the stress and strain of transportation. Very often, too, the package is not sufficiently protected against pilferage or the internal packing is neglected and contents broken in transit or damaged by climatic conditions, causing great dissatisfaction and delays, which may have been prevented by a careful study of packing methods.

Consideration Should be Given to Conditions at Port of Destination

Not only should particular attention be paid to the fragility or hardiness of the commodity to be shipped, as this has an important bearing on the method of packing, but consideration must also be given to the country of destination, its port facilities, inland transportation, climatic conditions and various other factors.

Much Progress Made in Packing of Goods for Export

It would be impossible at this time, without going into the subject at great length, to describe in detail the methods used by American exporters in packing the hundreds of miscellaneous commodities sent to foreign markets. They have, however, made phenomenal progress in preparing their merchandise for shipment abroad and this fact is well recognized by our competitors. The exporters themselves, as well as their foreign customers, have demanded better shipping containers, and the members of The Associated Cooperage Industries of America, alive to their responsibility in this respect, are coöperating with them in supplying a strong, safe and dependable container.

It is to be regretted, however, that there are still some of our exporters who have failed in the fundamental matter of secure packing and who, through inexperience and otherwise, have not realized the necessity and advantage of having their merchandise reach the consumer in foreign countries in the original form, condition and quality as manufactured. This can only be accomplished by the employment of a sturdy and dependable container that will withstand the hazards of export transportation and deliver its contents safely and securely at destination. The wooden barrel fills these requirements.

The Wooden Barrel the Superior Container for Export Purposes

Exporters are realizing more and more the importance and necessity of selecting safe and dependable containers for the packing and shipping of their products, in order to insure the delivery of contents in the same condition as originally forwarded from point of production, as well as to safeguard against contamination and loss during the period of transportation and storage.

In making the proper selection of container equipment, therefore, it is essential that they have full knowledge of its utility and qualifications to adequately fill their requirements in the export trade. In the construction of tight and slack wooden barrels the cooperage stock used is carefully selected, being manufactured in accordance with standard Grade Rules and Specifications, thus insuring quality material, which is an essential factor in the production of cooperage.

The arch principle is employed throughout the process of manufacture, giving the barrel a degree of strength and stability not found in any other form of container, and enabling it to safely carry commodities weighing in excess of 800 pounds, which in itself is an important item when considering container cost.

Wooden Barrel Economical and Easy to Handle

The wooden barrel requires very little effort in moving due to its particular style and lines of construction, and thereby is peculiarly adapted to economy in handling. The contour or bilge readily responds to a push in any direction and by employing a simple rocking motion it can easily and with no great effort be placed in an upright position without danger of damage to contents. Distances can be quickly covered on account of its rolling power and when placed on skids or runs, practically moves of its own propulsion, all of which tend to eliminate to a considerable extent the use of trucks, etc., as well as reducing the cost of labor in the handling of commodities from point of shipment to ultimate destination.

The members of The Associated Cooperage Industries of America are desirous of lending every possible aid and assistance to exporters and will be glad to advise them as to the proper type of wooden barrel to use for their shipments to foreign countries.

* Address delivered at Houston Convention of National Foreign Trade Council.

Packing for Export

(Excerpts from Commerce Reports)

Shipments of Lime to Martinique in Barrels

Imported lime, as well as that manufactured locally, is packed in barrels, the former in barrels containing 20 kilos each. This is distributed in the original packages and is not sacked or repacked. The lime manufactured locally is largely packed in old rum casks.—Consul Walter S. Reineck, Fort de France, Martinique, French West Indies.

Kegs Used for Paint Shipments to Singapore

Singapore is distinctly a price market, and slight differences in quality make little difference to the average buyer. The local paint business is about equally divided between dry and ready-mixed paints. As a rule dry paints come packed in 28-pound kegs. Containers of 14 and 56 pounds also are used. Ready-mixed paints are put up in pint, half-gallon, and 1- and 2-gallon tins, and in 5- and 10-gallon drums. Tins containing 1, 2, 7, and 14 pounds also are used. —Consul Bernard Gotlieb, Singapore, Straits Settlements.

Producers of Tar in Finland Use Pine Barrels

According to report of Frederick B. Lyons, secretary to the commercial attache at Helsingfors, tar in Finland is packed in pine barrels containing either 125 or 62½ liters, the diameter being 55 centimeters for the full sizes and 41 centimeters for the half sizes. The length of the whole barrel is 75 centimeters; that of the half barrel is 65. Both sizes have one iron hoop in the middle and three spruce hoops on each end. The spruce hoops for the whole barrels have a thickness of 2½ centimeters, and for the half barrels 1½ centimeters.

The Wooden Barrel Better Container for Cement to Dominican Republic

Approximately 95 per cent. of the cement imported into the Dominican Republic is packed in wooden barrels. Occasional shipments arrive in cloth bags, but the condition on unloading is better when shipment is made in barrels. The unit of measure for cement in barrels is 180 kilos (396 lbs.) gross weight. The barrels used for packing are tongued and grooved, with cleated heads.—Consul James J. Murphy, Jr., Santo Domingo.

The Quitman Cooperage Co. is erecting a plant at Lake City, Fla., for the manufacture of turpentine barrels.

THE NATIONAL COOPERS' JOURNAL
DEVOTED TO THE COOPERAGE INDUSTRY

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The columns of THE NATIONAL COOPERS' JOURNAL are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

IMPORTANT ARTICLES IN THIS ISSUE

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Illinois to Have Larger Apple Production This Year.

"Team Work for Prosperity"—The Unfailing Law Governing Modern Trade Success and Business Progress

TWO convention addresses of moment that hold particular value for the cooperage trade at this time was one delivered by Mr. L. F. Padberg, secretary of the Missouri Retail Manufacturers' Association, before The Associated Cooperage Industries of America at the May Annual in St. Louis, and one by Mr. Lewis E. Pierson, president of the Chamber of Commerce of the United States, before the recent convention of that body in Washington.

Although these addresses were delivered more than a thousand miles apart they could, nevertheless, be included under one title, since the keynote of each was practically identical, Mr. Padberg's talk being on "Coöperation," and that of Mr. Pierson on "Team Play for Prosperity."

It is never possible to over-stress the worth of coöperation, nor is it possible to dwell too often on the value of team play to industry, as both are of the utmost importance to ordered progress and continual prosperity not only of industrial America, but of the Nation as a whole.

In the exercise of coöperation will be found the very essence of true business progress, for through it is laid the straight, broad highway which leads to trade advancement.

It is the exercise of coöperation that protects a trade from the winds of adversity, and binds its entire membership into a bond of union that leads into the bright light of trade prosperity and business success.

Speaking before the Cooperage Association Mr. Padberg said: "Show me an organized body of men who are striving for the uplifting of their business, who will cast aside their own selfish whims and prejudices, and I will show you a business that is worth while for any man to go into. * * * If we are honest with each other, we will admit that the bad practices that exist in business are due to one thing only, and that is lack of coöperation, lack of organization, and lack of a desire on every one's part to raise the standards of the business * * * If you men coöperate with each other you are on the right track. If you do not, you are all wrong, regardless of how much wealth you have, regardless of how much money you make."

Team play, which is only another word for coöperation, was thoroughly covered by Mr. Pierson in his talk before the members of the Chamber of Commerce. In a most convincing manner be demonstrated the leading part that team work has played in building the business of this country. Mr. Pierson traced our national progress from an agricultural nation to our present-day supremacy in industry, bringing out forcibly and clearly the high ideals of industry that have been fostered and nurtured by the practice of team play and coöperation.

It was by team play that "the old notions of unrestrained competition, of minimum wages and maximum prices, of restricted output and limited consumption, were scrapped and to substitute in their stead the new gospel of mass production, high wages and maximum consumption."

It was by team play that "the old idea of the living wage was discarded and the new American doctrine which enlisted the coöperation of the worker with the implied declaration that his earnings were to be measured largely by his power to produce, was put into practice."

And it will be by team play, which has now passed far beyond the stages of experimentation that we will maintain and increase the unparalleled progress that has been going on in the last quarter century.

With all progressive thinkers, Mr. Pierson declares, "the day is not far distant when organized business, organized labor, and a comprehending government will unite for the intelligent team work that alone can solve our newer problems. Team work that will lift the fear of unemployment and suffering from the minds of those who toil. Team work that will permit the wheels of industry to turn with increasing effectiveness, to bring more and more the comforts and even luxuries of life to all who contribute to the productive power of America. Team work that will remove the threat of an unused surplus from the nation that has staked its economic life on the doctrine of increasing production."

Because of the clean cut exposition of modern business principles and the powerful stimulus which the addresses of both Mr. Padberg and Mr. Pierson contain, we are carrying them complete in this issue of THE JOURNAL. That coöperative working in any line or for any purpose has magic in it, we do not believe there is any one in this day who will deny,—and that such working by its members would benefit mightily the entire cooperage industry, we also do not believe any one will deny. Such coöperative working would allow each and every one of us to enjoy ideal industry conditions and lasting trade prosperity.

"Team work for Prosperity." Think of it, Good Cooperage Friends. What a vision it conjures of the possibilities that are ours if we will but act in accord and harmony with this unfailing law of modern business success.

Association's Grade Rules and Specifications Are Safe Guides to Good Business

A feature of the recent cooperage convention in St. Louis that stood out clearly was the intense interest in the discussions on Grade Rules and Specifications. We doubt if at any previous cooperage convention was there expressed such a deep-rooted desire for the highest quality wooden barrel that could be produced, as was so apparent at the St. Louis meeting.

Quality is a great and distinctive thing. It is that self-evident characteristic that lifts a product out of the ordinary, and places it in a respected and dependable position. Unfortunately there are those in every industry who, in an endeavor to meet a price, will lower the quality of a product, while there are others who will sell a material of a known lower grade as a product of a highest grade. Neither method wins in the long run.

Nothing takes the place of Quality, and a good statement of this fact we find expressed in a recent number of the house organ, *The Bung Hole*, issued by our good friend Edgar J. Kahn's organization, the National Cooperage & Woodenware Company. The statement reads: "A man who sells a poor thing for a fancy price sells some of his self-respect with the package. But when a man sells a good thing, and maintains its quality despite price competition, he puts into the product a dependability far more important than the price he asks. In time the shrewd customer learns that your quality products, though perhaps costlier at first, are cheaper in the end. Good Wooden Barrels—The Best After All."

"Good Wooden Barrels—The Best After All." That is a slogan, which, if put into practice by the entire cooperage industry, will do much to combat the propaganda of substitute containers, which propaganda, while at times is anything but true, still at other times contains just enough truth or half-truths to interest the shipping container user. Good Wooden Barrels will off-set the effect of such propaganda and strengthen and reinforce the foundation upon which the cooperage industry is built.

If the Cooperage Association in its steady progress had accomplished nothing else other than the constant improvement in Grade Rules and Specifications covering all kinds of stock, to the definite end that the quality of the wooden barrel could be maintained, the great value and benefit of associational working to the cooperage trade would more than have been proved.

In commending members of the Associated Cooperage Industries of America for the careful attention and thorough interest displayed in Grade Rules and Specifications at the recent Annual, we are, at the same time, bestowing justified praise upon each and every association member since the very first organization for the watchfulness which has always been given to Grade Rules and Specifications.

Quality Stock makes Quality Barrels, and to assure the consumer a well-made barrel means holding and increasing our trade with such consumer. To resort to practices at any time or for any purpose that undermines the quality of the barrel means simply that business is being killed and the cooperage industry does a grave injury.

The Association's Grade Rules and Specifications are safe guides to good business.

WANTS IN COOPERAGE LINES

L. S. C., care THE JOURNAL, *is in the market for a slack barrel heading turner. Machine must be in good condition.*

Bung, care of THE JOURNAL, *is in the market for testing bungs made of rubber or a combination of rubber and steel. These bungs are for use in testing barrels with glue, paraffine and at times compressed air.*

Excellent Outlook for Apples in Virginia

Commercial apple orchards of Virginia give every indication of producing a crop of apples for the 1928 season almost as large as the record-breaking output of 1926. This forecast is based on horticultural authorities' reports from apple growers, shippers and others well informed in all the fruit growing districts of the State, including the north, central and south Virginia Valley, the Piedmont district east of the Blue Ridge Mountains and the southwest section of the State.

Orchards in Fine Shape

The reports indicated that in the northern section, particularly in Frederick, Clarke and Shenendoah counties, the condition of orchards gave excellent promise of good crops, although some orchards in Frederick were spotty, certain trees having more young apples than others. The fruit on Stayman Winesaps and old time Winesaps, is said to be particularly heavy, while it is not so heavy on York Imperials, which constitute about half the acreage of this county.

In the central valley, or around Rockingham and Augusta Counties, crops will be larger. The output of York apples in Rockingham, however, will be reduced as a result of damage by freezes and frosts late in April.

The Roanoke section, which is in the south valley region, has every reason to expect large crops of all varieties.

Piedmont Section to Have Heavy Crop

The Piedmont section, which includes Albemarle, Nelson, Amherst and a few other counties, probably will have a very heavy crop of Winesaps and medium crops of Pippins. It is said there has been some damage done to orchards in the southwest, where the industry has not been as highly developed as in the Shenandoah Valley and Piedmont districts. The orchards in the southwest blossomed fully a week earlier this year than in northern Virginia, and some injury was sustained during the freakish snowstorm of late April. Valley orchards were in full bloom about May 2d, or a week later than normal In nearly every producing section orchards were reported in good condition and properly sprayed according to calendar.

Coöperative Working by Cooperage Trade Will Win Back Much Business for the Wooden Barrel*

Individual Package Goods Put Over by Publicity, Selling and Organized Coöperation—The Same Methods if Adopted by Cooperage Industry Will Regain much Lost Ground for the Wooden Barrel—Trade Association the Greatest Working Force for Good in This Direction

By L. F. PADBERG, Secretary
Missouri Retail Merchants' Association

We go to conventions sometimes to have a good time, and sometimes to do business, and sometimes a little of both, but the question uppermost in our minds should be, when going to a convention, what can we do for the craft or for the business that we represent? If we get away from our business for a number of days, and assume the expense and time and labor to go to a convention, and then go home and ask ourselves the question, what have we accomplished, and all we can say is a good time, our time has been wasted. It is useless to go any distance to get away from home for a good time only; it is better to simply go away and have a good time, because then you are giving it all of your attention. But when you go to a business meeting, you want to accomplish something, you want to try to raise the standard of your business, or you are trying to make it more profitable, or trying to rid it of the bad practices that creep in from time to time. If you accomplish that, then you have done some good. The good can only be accomplished by an organization. It can only be done by men rubbing shoulders with each other and getting together.

Trade Association is the Basic Foundation of An Industry

Association work today is a great work; in fact, it is the greatest work that a man can go into. It has assumed such proportions that today a disorganized business is not worth going into. Show me a trade that is not organized in an Association, and I will show you a trade that is not worth anything. Show me an organized body of men who are striving for the uplifting of their business, who will cast aside their own selfish whims and prejudices, and who consider the Association the big thing in their business, and I will show you a business that is worth while for any man to go into, whether he views it from the angle of making money or whether from the viewpoint of raising its standard.

An Unorganized Trade is Like a Rudderless Ship

Without an organization, gentlemen, you are like a rudderless ship. You do not mean anything. You may be the biggest manufacturer in town; you may be considered the largest man, but unless you join hands with your competitor, unless you join hands with the men who are with you, unless you cooperate with each other, you do not mean much. You may mean something to yourself, as far as making money is concerned, but that is not the only thing we are here for in this world.

I think it is due to that thought in our mind, of how much money we can make—that is somewhat responsible for the bad practices that are in business in general today. We forget all about the other fellow. If he is smaller than we are, we look down on him. We think "Well, if he knew as much about the business as I do, he would not be in his position." We sometimes get all puffed up about ourselves. But the time

> "* * * Look upon your trade organization as the big thing in your business. Try to build it up. If it is good for one it is good for all. If it is good for twenty,—good for a hundred—it is worth while to bring every man in your business into the fold."

of reckoning comes to us all. If we want to be honest with each other, we must admit that the bad practices that exist in the business are due to one thing only, and that is lack of coöperation, lack of organization, lack of a desire on every one's part to raise the standards of the business.

Good Fellowship and Association a Boon to All Industry

I am not a cooper, and it might be well at this time to identify myself. I have been a grocer for 46 years, in the retail business. I just quit about six months ago, not because I did not like the business, not because I was not successful, but because of a change in the locality where I was, I took up another line. But it seems to me the longer I am out of it, the more I miss it. I am at home in my business. When I go into a grocery story, in a retail store, I feel at home in it. Why? In the last thirty years, in thirty years of my business life, I have always found it possible to give much much time to Association work. I am today the only original charter member left of the Grocers' Association. I can say that in the last 25 years at least I have hardly missed a meeting of the Grocers' Association. I have to go to the meetings. When I went in the beginning I was a stranger; today I know every one, the young men and the old men. We have become good friends. We talk to each other as only men who love each other can talk. We talk an entirely different language, so to speak, from the men who do not know each other. We come into our meetings, and we say "Hello, Lawrence, Hello, Jack, Hello, Jim, how is your business?" "Not so good." "What is the matter?" "I don't know." We sometimes sit down side by side, and work out some problems, say, "Well, I know your neighborhood. I have tried this in my business. Why don't you try it? I have done so and so. Why don't you try it?" With the result that we become better friends, and that friendship ripens into such a strong bond among men that you could not separate us.

Association Work Creates Confidence Among Business Men

Association work is a grand work. In the first place, I am going to ask you, what does it do? It makes us friends, and out of this friendship you create confidence. Our nation today rests on confidence. All of us rest on confidence. I believe I can make the statement here without any fear of contradiction, that some of you men, when extending credit, consider the man's ability and the confidence you have in the man more than you really do his financial strength. Ask yourself that question and see if it is not true. When you know a man intimately—and you can only do that through association—and you find that he is honest and energetic, you learn of the fine character of the man, you learn the best that is in him, and you begin to feel "By gosh, we can take a chance on him, if he has not got a dollar. Let's give him an opportunity to work out his own salvation." I believe in many instances you men do that. I know it has been that way in my business.

The Association is the Big Thing in Any Man's Business

Now, then, if that is such a factor, isn't it well worth while to look upon your organization as the big thing in your business, and try to build it up, and try to bring every man in the business into that organization? If it is good for one it is good for all. If it is good for all; if it is good for twenty of us, good for a hundred of us, it is worth while to bring every man into the fold. Do we do this? Another thing, if we are really

* Address delivered before 13th Annual Convention, The Associated Cooperage Industries of America.

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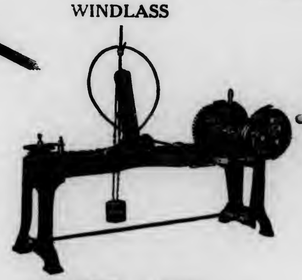

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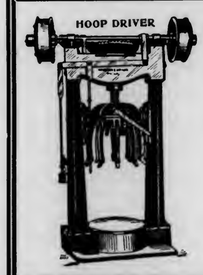

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getting the benefits of this in our own business, what should we do? Are the men who are engaged in businesses contributing to yours interested in your business? You are coopers, manufacturers; are the material men, the jobbers, if you have them, and so on, are they all really interested in the development of your business Are they only interested in that little commission that they can make, or that salary that they draw for the sales they make, or do they see the future of this particular business?

Are you getting together? Do you study its weaknesses? Do you ever sit down and say, "Why has the output of our business shrunk? Why are we laboring under present conditions?" Have you ever given that any thought? Do you men coöperate with each other? If you do, you are on the right track. If you do not, you are all wrong, regardless of how much wealth you have got, regardless of how much money you make.

The Economy of Buying in Bulk From the Barrel

When I went into the grocery business, 46 years ago, it was a business of barrels and bulk goods. A woman would come in and say, "Give me a nickel's worth of salt." She would not say, "I want it out of a barrel," but she would get it out of a barrel, unless she said, "I want a package of salt." Then we would say, "Well, now, we can give you a nickel's worth of salt in bulk; it is fifteen cents a peck; why do you want to pay twenty-five cents for a package?" She could get a nickel's worth of salt and have more salt than if she paid a quarter for a package.

Take oat meal and stuff of that kind. How much did we sell it for? Six or seven pounds for a quarter. They would come in and get a quarter's worth, out of a barrel. When we put sugar in our bins, it was out of a barrel. When we sold sal soda it was out of a barrel. We sold corn meal out of a barrel, flour out of a barrel.

No Real Economic Reason For Change From Bulk to Package Goods

Now, why has that changed? There was no reason in the world for it to change. Is that plain? No reason at all for it to change. We all go along the line of least resistance. When a woman comes to us for a package of Quaker Oats, we hand it down. "Give me a package of puffed rice." We hand it down. We have gone along that way until today the grocery business is the hardest business in the world in which to make money. And why? In the first place, it does not require the efficiency to sell goods out of a package that it does out of a barrel, because it is not necessary to know the intrinsic value of everything that you sell. You are selling today, not the goods, but the labels. You are basing your argument to the customer on the reputation of the man who wraps the label around the package. You take it for granted that this is so, because he says so.

The Cooperage Trade is Responsible For the Loss of Its Business

What is efficiency? That just means knowing our trade. Why is the grocery business so different now from what it was years ago? What has brought about the change? It was because the cooperage trade was asleep on the job. Let me tell you something. I remember the time when the manufacturers came in with their packaged goods. They would show up the grocery in its most hideous form, in its most disreputable form. They would show you a picture of a barrel where the mouse had gnawed at the bottom, where the dog was lying on top. They would show you an open barrel, uncovered, with all the dust and everything getting in. It was the biggest lie that ever was told, because I never knew a grocer who would leave his oatmeal barrels or his coffee barrels or his salt barrels uncovered. But it created a feeling of suspicion and mistrust against your product. They showed that wondrous array of individual packages, cleanliness, sanitation, and so forth.

The Barrel is the Cleaner, More Sanitary Package

Let's get down to the truth. I want to talk a little grocery to you. You can take a barrel of oatmeal, in the hottest month in the summer, and if you run through it with your scoop once or twice a day, let the air get in, that is all that you have to do. You will never have a weevil or a bug of any kind in it. They have not time to breed. That is the way we had to handle it in the old days. That was what we had to do; we did not get any worms in that stuff, and that is the way we prevented it, by keeping a certain amount of movement in the oatmeal and giving it a little air.

But now you take the package of oatmeal; you pack it as tight as you can; you seal it up as tight as you can, and when the month of July comes along, and it is a hundred degrees in the shade, you are going to have weevils and bugs in that package, when you have none in the barrel. Now, I am not trying to run down the box, but these are facts. If anybody thinks they are not so, let's make the test. We will make it next July, or any time you want to, and I will prove it to you.

Immediate Action is Necessary to Overcome Substitute Package Propaganda

The cooperage manufacturers have to reverse the present situation. This is not the first time we have talked about it. You have been figuring on how you could make more money, you have been figuring on your output, how you could increase it, how you can get the most production, how you can get this, and how you can get that, but to the man who is buying the stuff out of the package, you never get your story across to him.

Bulk Goods Pay the Greatest Profit

Let's take another instance. You come into a grocery store, and you say, "I would like to have a quart of vinegar." The grocer will hand you a bottle of vinegar; twenty-five cents. There are five to a gallon, and you are paying $1.25 a gallon for vinegar. After you get through, you throw the bottle away. The grocer could take that same vinegar out of a barrel, and sell the same vinegar for fifty cents a gallon; that is the maximum price, and then probably make a hundred per cent. on the cost of the stuff. But they don't do it.

Barrels Must Be Made More Attractive to the Eye

Look at the other aspect of it. You come into my store and I give you a nice clean bottle of vinegar. I say to you, "Why don't you buy the bulk?" "Where have you got it?" Here is the barrel. The first thing, it is in a barrel that has been painted over a half a dozen times. Have you paid any attention to the fact that you must get out a nice, attractive package? We must keep up the demand on our goods; how can you do it? Well, for instance, you can get a nice, attractive package, with the name on it, and something of that kind. We could go to the jobber or the man who uses our barrel and say to him, "Here, we can furnish you so many barrels. Why don't you and I work out something by which we can get this in the most attractive form?" Get a nice name on it; make people look at it, and come up and ask, "What have you got in that barrel?" "Vinegar." "What does it cost?" "Fifty cents a gallon. It costs you a dollar and a quarter in bottles." Do you think that price appeal would appeal to the consumer, or not? Let me ask you the question. Ask yourself, do you think it would?

Train the Mind of the Buyer and Retailer Back to Bulk Goods

Now, I am not trying to tell you how to run your business, but isn't it perfectly possible to train the minds of the people back to bulk goods? You say it is not? Today all of the business is mostly on price appeal, and what is a better price appeal than when we can show a woman that she can buy flour out of a barrel at twenty per cent. less than she can when she buys it already put up? Don't you think it would appeal to the grocer if you say, "Put your clerk to work, putting up your own five- or six-, or seven-, or eight-, or ten-pound packages?" Isn't it better for him to put it in a bag that carries his name than to put it in a bag that has the name of the miller? Don't you think that might appeal to him?

"What Have You Done to Increase Barreled Goods in Your Own Community?"

I could talk about this subject indefinitely, but I am only here to give you the ideas of a retail grocery man and tell you the actual experience of one who has observed, and who has seen the change from bulk goods to package goods. Let me ask you another question. I have heard some of you say that some places where you have mills, or whatever you call them, the

town practically depends on your industry for its support. If that is true, have you ever gone to the trouble of calling in the merchants in your little town, and saying, "Listen, your living depends upon this industry. Why don't you buy goods in bulk? Buy them in the barrel. The more barrels that you use, the more we make." Then call in the people who live in the town, and explain to them: "Look, folks, you want to save all the money you can. Why do you want to pay three cents a pound, or four cents a pound, or five cents a pound, for salt, when you can buy the same thing out of a barrel for two and a half or for a cent and a half, or whatever the case may be." You have neglected that in the past, and you cannot change conditions in twenty-four hours. If you want to put it over, the one thing that you must do is to get that knowledge to the people, to bring the story into the homes. When the man comes home and says, "We are only going to work half of this week." "Why?" "No barrels to make." "Why?" "You are buying everything in packages. Look at your sugar, look at your salt, look at your corn meal, your flour, your rice. You bought it all in packages. How can my boss keep me working, if you are the contributing cause to the reduction of the output?"

Is the Cooperage Trade Buying Its Own Supplies From the Barrel?

It is not an easy job to change over, but you have to give this matter some thought. What I am telling you today, some of you men are going to go out and say, "Oh, that is a lot of hot air," and some of you will say, "It is all right," and some will say, "I am going to put it into operation." All I want you to do is this: Think of it, anyhow, when you get home; look it over. Start right out with your own family. Ask your wife, "Where did you get that salt?" "There is the package." "Where is your coffee?" "A package." "Where is your flour?" "There is the package." I will make this prediction today, without any fear of contradiction, that the result will be that ninety-five per cent. of the stuff that you consume on your own table will be the necessities of life which you have bought in packages, not out of a barrel. Probably when it was shipped, when it left the factory, it was put into bags, or put into some container, and it was brought into the grocery store, even if it was sold in bulk, it was dipped out of that container, and not out of a barrel, but you never gave your own business enough thought to see to it that those goods on your table should come out of a barrel.

Trade Extension Campaign is Up to Cooperage Industry

I am not talking to you about spending money. If you want to put on a campaign, it is for you people to figure out how that can best be done. I am not here to talk to you about that. You must figure it out yourselves, but I will make this prediction, that if you men will give this question some real thought, ask yourselves, how can we get our business back to its original form, you may begin to read some of the packaged food advertisements, and study them. You will say, "That is a lie. That never happened. Where could a man find a mouse gnawing through a barrel in a store, in full view of everybody; that is impossible." Mice do not work in the open. The barrel is generally put in an open place. Show me the man who will leave a barrel of rolled oats open, where he would leave his dog with pups on it, or his cat. It is ridiculous, but it is hurting our business. Then we can combat it. I will say, in two years' time from today, if you start when you get home, you will at least have injected that spirit of protecting your own business into yourselves.

Building Community Spirit Will Help Demand for Barrels

You must bring home to the people the importance of giving thought to the growth of your town; get them interested in your own growth. You men who are selling your supplies to the coopers, are you enough interested to help them create a demand for their goods? You publicity men, do you see this advertising that I have outlined to you, that is a detriment to your business? Do you do anything to counteract it, with some other drawing or some other engraving, that shows the other side of it? Have you ever tried to show up your business with the retailer or the manufacturer in its proper light. If you have not, you have failed in your chief work. Let's wake up and see what can be done.

Increase Expected in This Year's Illinois Apple Crop Over 1927

A bulletin just issued by the Illinois State Department of Agriculture states that it is too early as yet to give any definite estimate as to the 1928 apple crop for that State. However, considering the apple prospects of the State as a whole, the bulletin gives the following observations: Orchards of most of the varieties show favorable crop prospects. In the early apple sections, Transparents show material damage as the result of April frost and of weather conditions unfavorable to pollenization.

Jonathans show a uniform bloom over the entire State, and present conditions indicate that the trees are setting a nice crop of fruit.

The Ben Davis group, in some sections, shows a late bloom and a poor set of fruit. Fair crops of this variety are expected from other sections of the State.

Winesaps bloomed heavily, but in some of the southern counties the set of fruit is poor. This is attributed by observers to weather conditions in the particular localities.

For this first official bulletin the observers in touch with conditions throughout the fruit producing counties of the State find that it is too early to estimate, with accuracy, the probable apple yield of Illinois. Their opinions, however, concur in that, for most varieties, a marked increase in tonnage over that of last year may be expected.

Martinsburg, W. Va., Apple Prospects Are Promising

The prediction in Martinsburg, W. Va., apple section is that the 1928 apple crop will equal that of 1926, which was a banner yield. This prediction is made after giving latent freeze and frost injuries to the stem and bud structure time to reveal themselves under three weeks of growth and warm weather. Growers, while the height of the drop season for apples is not yet reached, report some variation in the formation of the incipient apples and interpret this as promising somewhat of a drop; but they find no reason to predict an abnormally heavy drop. Early signs of the drop have not been severe.

Early apple prospects are largely in dispute. Some growers think they were hit fairly hard by a three-day freeze and frost during April, but other growers disagree with this belief. Transparent, Wealthies, Grimes, Duchess, Williams Red and Maiden Blush will come through with generous yields.

The general feeling is that where there was bloom there will be fruit, that nothing has happened to ruin the chances where there was bloom. And the bloom, while spotty, was generally heavy and became the first basis for the prediction for a heavy yield of apples. York Imperials seem to be the lightest in prospect comparatively, although the section considered as a whole will give plenty of Yorks also. All this prediction is upon the assumption that weather and other growing conditions from this time forward will be favorable.

Will Henry Ford Use Barrels for Shipping His Apples?

One of the largest fruit enterprises in Kentucky is being developed by Henry Ford, Detroit automobile manufacturer, in the Pond Creek section of Pike County.

The Ford orchards now comprise 12,000 trees, many of them being five years old this season, and Mr. Cullen, the manager, expects to reap his first crop of any importance this year. He says Mr. Ford is specializing in apples, peaches, pears, plums and cherries.

Frost Did Little Damage to Indiana Apples

According to reports, growers do not believe the fruit in the north half of Indiana has been seriously injured by frosts during the latter part of May. Some frosts were reported in the lowlands, but it is said the fruit generally was not sufficiently far along to be injured to any great extent.

Team Play for Prosperity—The New American Doctrine that is a Guarantee of Future Progress to Industry and the Nation.*

With the Full Development of Team Play Will Come the Greatest Benefits That Can be Derived From the Principles of High Production, High Earnings and High Consumption—Every Unit in the Industrial Machine Must Do Its Part to Gain the Goal

By LEWIS E. PIERSON, President
Chamber of Commerce of the United States

The theme of this convention has been cooperation. American business, as represented by those in attendance here, has reaffirmed its conviction that the way to preserve the progress already made and to achieve even greater things for industry and for the nation is through common thought and common action for the common good.

Team Play for Prosperity—An Inspiration and a Warning

Team play for prosperity is not merely a pious platitude or a happy phrase. It is a recognition by American business of a truth gained by experience. It is at once an inspiration and a warning.

No nation since the world began has altered its social and economic structure so completely and so rapidly as has the United States during the past quarter century. We have changed from a nation that was preponderatingly agricultural to a nation whose major attention is now directed to industry. We have changed from a debtor to a creditor nation. We have changed from a nation intent upon internal development to a nation that finds itself concerned with the progress of the world at large.

Our Economic Philosophy Has Undergone a Change

More basic than any of these alterations, however, is the change which has come over our whole economic philosophy.

It was during the past quarter century that we definitely abandoned the out-worn notions of unrestrained competition, of minimum wages and maximum prices, of restricted output and limited consumption to substitute the new gospel of mass production, high wages and maximum consumption.

We have long had financial coöperation in the structure of our industrial units. The corporation, after all, is merely a device for pooling the funds of many individuals and providing trained leadership for the employment of their common resources.

Upon this base we evolved the idea that by combining our energies to secure larger and more efficient production, we could increase wages and earnings while we reduced the price of the finished product.

As production increased, it became apparent that consumption must keep pace with production and that, unless the consuming public had the funds with which to purchase, mass production could not long continue.

It was not a long step from this to the realization that a general diffusion of high wages and earnings was a necessary corollary of our industrial philosophy.

Coöperation Has Drawn All Into a Strong Working Unit

We forgot the old idea of the living wage and asserted a new American doctrine which enlisted the coöperation of the worker with the implied declaration that his earnings were to be measured largely by his power to produce.

It was evident that, if, through the use of power machinery, the individual worker could be brought to produce more in a given time, he would be able to earn a corresponding increase in pay. We found that production and consumption must go hand in hand and that high wages represented the common denominator of both.

> "* * * We have all been satisfied to coöperate on affairs of immediate need. We have proved our ability to work together for the things which directly and presently affect the tides of trade. Yet before we can hope to exhaust the benefits of our new economic policy we must project our coöperation to another level. We must find a way to coöperate on problems before they arise. We must team play for the future."

Team Play is Well Past the Experimental Stage

The thought to which I am directing your attention is that for the past twenty-five years we have been conducting a national experiment in industrial coöperation and that this experiment has been successful in spite of complications through radical changes in national and international relationships.

We know that we are headed in the right direction. Yet all of us, I think, are conscious that this new alignment of the forces of industry creates new problems and imposes new responsibilities which must be met and solved by those who have been called to business leadership.

The Trinity of Modern Management, Capital, Labor and the Public

Modern management stands as the representative of three separate and distinct interests. It represents capital, which supplies the plant. It represents labor, whose progress depends upon the competency and the vision of those in management. It represents the public, which uses the product, and which must rely upon industrial leadership for the maintenance of national prosperity.

No man can move among our industrial leaders today, without finding that they are conscious of this triple responsibility. It is not the public which is working and striving for team play. It is the executive who knows the necessity for intelligent coöperation in charting his course through the complexities of modern industry.

It is, therefore, with entire confidence that I submit to this gathering the belief that the time has come to make a further step in the direction of more intelligent and more intensive coöperation.

We have all been satisfied to coöperate on affairs of immediate need. We have proved our ability to work together for the things which directly and presently affect the tides of trade. We have been able to secure common action on matters which pressed for immediate decision.

Coöperation as a Means of Anticipating Problems and Their Solution

Yet before we can hope to exhaust the benefits of our new economic policy we must project our coöperation to still another level. We must find a way to cooperate on problems before they arise We must team play for the future.

No one can look back upon the path that we have traveled without securing an abiding faith in the essential soundness of the policy that American industry has followed. It has brought us prosperity and it has brought us higher levels of living, better working conditions and a wider distribution of the necessities and comforts of life than any nation has ever before achieved.

This policy, however, was not the result of deliberate planning. It was the outgrowth of trial and error and of a gradually increasing coöperation between the factors that enter into our industrial life.

Team Play Will Bring the Full Enjoyment of Prosperity

Nothing could induce us to abandon voluntarily our trinity of high production, high

*Address delivered before Sixteenth Annual Convention, Chamber of Commerce of the United States.

earnings and high consumption, yet unless we can work out more scientific methods of coöperation and team play, we can never hope to secure the full benefits to which this productive policy entitles us.

To illustrate my meaning, let us consider for a moment the chief objection which has been urged against the theory of increased production. It has been argued that carried to its logical conclusion the American policy leads inevitably to over-production. Definite instances of stagnation and unemployment have been adduced in support of the idea that there is a limit to which production can be carried, and that when that limit is reached our system falls of its own weight.

At first blush, there appears to be merit in this objection, but a moment's thought shows how absurd is the idea that over-production in the true sense is ever possible.

Human Production Will Never Outstrip Human Needs

It is obviously true that we can produce too much of a particular thing at a particular time. It is obviously false that human production will ever outstrip the sum total of human needs. Until poverty is completely abolished and until every human being is able to possess every comfort, convenience and necessity which human inventiveness can devise, there can never be true over-production.

It is quite possible, for example, to open too many coal mines or to build too many textile mills, but with proper coöperation between capital, management and labor it is certainly within the bounds of possibility that the excess production in these industries can be transferred to balance under-production in some other field.

If we can keep clearly in our minds the thought that the more that men are able to produce the more they can consume, we shall have a better idea of the impossibility of over-production, and a true conception of the need for making all production intelligent and useful.

Unemployment Conditions Have Been Exaggerated

There has been much talk of late of unemployment. Extravagant guesses have been made of the number of unemployed, but it is a matter of common knowledge that at all times there is a certain percentage of men willing and able to work, who are unable to find productive uses for their hands.

Seasonal unemployment is always with us. Strikes and lockouts continually contribute their quota of unemployed. Improved methods of manufacture and more efficient machinery dispense with a certain number of employes, while they raise the wages of those who remain.

The Department of Labor has estimated that these various factors account for an annual loss representing the labor of 1,750,000 men.

Under our system of mass production, based on mass consumption, each one of these men represents a loss not only to himself, but to the productive power of his particular industry and to the consuming power of the American public.

Profitably employed, each would be a prospective purchaser from all the factories of the country. Unemployed, each one is a burden to himself and to the community.

In our efforts to balance production, we must be sure that the money and labor devoted to new enterprise shall be used for purposes that are truly productive.

Government Taxation and Industrial Progress

The proposal has been made that to cure existing unemployment and to stimulate industry, government should embark upon a gigantic building program.

Government funds come largely from the taxation of industry. Every tax laid on industry reduced by just so much the capital which industry can devote to the expansion and development of the nation. To halt the development of industry by taxation for unnecessary public works is to take from industry a part of its power to provide increased employment.

We should clearly recognize that any forced government building program at best can be only a temporary corrective and that the permanent and effective remedy for surplus labor must be sought in another quarter.

Difficulties in Industry Come From Lack of Team Play

The more we consider the growing productiveness of the United States, the more we reflect upon the problems that have arisen in our industries—and on our farms as well—the more definitely we become convinced that our difficulties come, not so much from the growth of our productive capacity, as from our failure to provide proper team play among the forces of production.

Industry and agriculture have both reached the point in their development where the individual must think in terms of his relationship to the broad sweep of world conditions. No man and no organization is strong enough to go blindly forward without regard to what the rest of the world is doing.

I mention agriculture, not only because of the close relationship between agricultural progress and industrial prosperity, but because the need for team play on our farms is just as great as the need for coöperation among our industries.

Close students of our agricultural situations declare that the shortest road to farm relief is not through legislation but through improved diversification of crops. How can such diversification ever be achieved except through more effective coöperation among our farmers?

Industry Must Prove Production to be the Servant and Not the Master

The nation which has won its way to industrial leadership by the stimulation of production and which has enlisted the aid of science and invention to perfect the efficiency of its industrial processes, has a new task before it.

It must prove that production is its servant and not its master. It must demonstrate that it has the will and the skill to control the machine that it has created.

Just as we substituted electricity for steam in our march toward mass production, it should be possible to substitute a scientific system of coöperation, a far-sighted balancing of production and consumption for the elementary team play which we have found so serviceable in the past.

The first steps in this direction have already been taken, not because of conscious coöperation, but as the result of improved facilities in transportation and distribution.

Co-operation Necessary to Meet Challenge of Unbalanced Production

We cannot depend too much, however, upon the haphazard assistance which comes from the independent action of separate factors in our economic life.

To meet the challenge of unbalanced production we shall need the conscious and considered team play of all who are in a position to guide the development of our industries.

We shall require the aid of the banker who supplies the funds with which to start new industries or to expand those already in existence.

We shall need the coöperation of the executives in whose hands lies the responsibility for the location of new plants and the formulation of production schedules.

We shall want the constant help of the trade associations which are in a position to effect intelligent and balanced development within their special fields.

Above all we must have a widespread understanding of the fact that to meet the problems of this newer day we must pass on from team work within single groups, or single industries to that broader coöperation, where every group and every industry will consciously relate its expansion and development to the growth, the stabilization and the prosperity of the nation as a whole.

There is no escape from the conclusion that to maintain the unparalleled progress that we have made through our policy of mass production, we must provide some buffer to take up the slack when production outruns the consumptive powers of the public.

All Must Work That Success May be Achieved

Just as our National Chamber of Commerce sought to serve industry through its studies on distribution, contributing as it did to the reduction of inventories, and the quickening of trade processes, so in this larger and more far-reaching problem it has a duty to perform.

There is no thought that, in so fundamental a matter, the eventual solution can be found in any one organization or that any small group of men can achieve a result which requires the approval and support of industry as a whole. Before we can arrive nationally at this newer, brighter goal, we must have the intelligent sympathy and assistance of every unit in the industrial machine.

The Chamber will do its part. It will give its thought and its effort to the team work for prosperity which has been the theme of this convention.

In coöperation with every other body which is sincerely seeking the welfare of American business, it will stand four-square for the creation of that conscious, intelligent coöperation which industry must have if the nation is to go forward.

The True Spirit of American Industry Will be Ever to the Front

No one who understands the true spirit of American industry can doubt that we shall be able to evolve this higher form of coöperation once the practical method of achieving it shall have been found.

The business world which has found by experience that the promotion of general prosperity is the highest form of self-interest, will not hesitate to give its aid to any movement for the common good.

The voice of organized labor has already been lifted in an appeal for coöperation. In any move to eliminate unemployment or to maintain present standards of living, we can confidently count upon the support of those who are first to feel the effect of unbalanced prosperity and the first to benefit by the wider diffusion of the fruits of increasing production.

There is a limit to what government can do to guide the course of what must be an economic development. Yet government can make a contribution to our knowledge of general conditions, and by expanding our notion of the newer coöperation until it includes government as well as industry, we can secure from the agencies of State and National authority, much of the data that we shall need for guidance in our business councils.

Team Work for Prosperity—What a Vision of Progress it Reveals

The day, I think, is not far distant when organized business, organized labor and a comprehending government will unite for the intelligent team work that alone can solve our newer problems. Team work that will lift the fear of unemployment and suffering from the minds of those who toil. Team work that will permit the wheels of industry to turn with increasing effectiveness, to bring more and more of the comforts and even luxuries of life to all who contribute to the productive power of America. Team work that will remove the threat of an unused surplus from the nation that has staked its economic life on the doctrine of increasing production!

Team work for prosperity! What a vision it conjures of the possibilities that lie ahead.

Apple Crop Prospects for New York Look Good to Buffalo Coopers

The flour barrel trade has not been at all active lately, and the local flour mills have not been running strong for a number of weeks. At the same time cooperage shops are working at probably two-thirds capacity, so that they have no great complaint to make as to present conditions. Some country mills are now operating on spring wheat, because of the scarcity of winter wheat. Export orders with the large city mills have not been coming in in any larger number recently.

Look for Good Apple Crop This Year

All indications point to a good crop of apples in Western New York this year, particularly in Greenings and Russets. Baldwins too will probably turn out better than expected. The weather was favorable during the winter and spring and lately the blossoms have been coming out in profusion. It is stated that some of the other varieties, including McIntosh, Maidenblush and Twenty Ounce may not do as well as the others, but at least a fair crop is expected. With a fair-sized crop the country coopers should do better this year than last.

One favorable feature of the situation is that apples at present are bringing strong prices and this will encourage the growers to take care of their trees and prepare to make a good thing out of their fruit this year. This will involve marketing it in the best sort of packages for shipping to distant markets, which will of course mean that the preference should be given to barrels.

Apples Bringing High Prices

The scarcity of apples in the market at present is indicated by the high prices quoted here at wholesale. These range from $2.25 to $4.50 per bushel. These prices look very high to the buyer who can remember when a barrel of apples could be bought for less than the present bushel price, but of course this is off season for finding many apples in the market and before many weeks it is likely that quotations will tell a different story.

Reforestation Plans for New York State

Most of the counties of New York State are taking steps to reforest lands which are unsuited to agriculture and in the future years this State will be more prominent as a producer of timber. The county most active in this work is Chautauqua, which was the first to engage a county forester. Regarding the reforestry work in the county, James E. Davis, County Forester, said recently that in 1927 287,000 trees were planted in the county, while for 1928 the goal has been set at 500,000 trees. Over 450,000 have been planted already. Of this number, 136,000 have been planted by the boys and girls, under a junior project for children. A survey of the idle farms of the county has been made. Although one of the leading agricultural counties of the State, there is plenty of land that ought to be reforested. One would go a long ways in Chautauqua County today before finding a sawmill, but in 1844 there were 206, or an average of slightly over four for each town in the county. There were also numerous cooperage shops, making barrels for flour and kegs for fish from Chautauqua Lake and Lake Erie.

Shipments of Florida Potatoes Surpass Those of 1927

Total shipments to date of the 1928 Florida potato crop have passed those of last year. In fact, it is believed they have exceeded the entire 1927 movement, 5,143 cars having been shipped up to and including Saturday, May 19, as compared with 5,001 that had moved up to the latter part of June, 1927, according to the most reliable figures available. There will be several hundred cars yet to move. The Hastings section had not finished digging at the time these figures were available. Indications point to several hundred cars yet to move from that section.

In addition there will be several hundred cars from Green Cove Springs and in the vicinity of La Crosse.

The three successive freezes through which the entire potato belt passed during the winter caused a leveling of the vines in all sections and bringing them to maturity at about the same time. The cold weather and late spring also delayed maturity fully three weeks, the natural result being heavy loadings from all districts at approximately the same time. Of the 5,143 cars shipped during the season up to May 19th, the Hastings section supplied 4,036.

This is the biggest crop ever shipped from the Hastings section. While the acreage there showed no particular increase over former seasons, the yield has been surprisingly large.

Exports of Barrel Shooks to Bombay, India

Writing from Bombay, India, regarding the importation of barrel shooks, Vice-Consul William H. Beach reports that barrel shooks imported into Bombay are packed in bundles containing enough staves for one barrel, each stave being numbered serially so that it can be put readily into its proper place. The heads are packed in barrels of the same size as those into which the shooks are to be made. Importers state that this packing is very satisfactory, especially in the case of the staves, since it enables the employment of unskilled labor in putting the barrel together.

The Diamond Products Co., Marshalltown, Ia., will erect a varnish factory having a daily capacity of 2,000 gallons.

TRADE REPORTS FROM HERE AND ABROAD

The Wooden Barrel Needs Trade Extension in the Export Trade

W. A. Fraser, of the Trenton Cooperage Mills, Trenton, Ont., recently completed a sixteen-thousand-mile trip through the Mediterranean countries. Writing to the JOURNAL as to the use of cooperage in the various ports of call, Mr. Fraser says:

"During a trip of approximately sixteen thousand miles, visiting fourteen or fifteen different countries during the past winter, I was always on the lookout at different ports and districts, where packages were used, to check up on the barrel or cooperage trade. Having spent the last twenty years in the manufacture of cooperage stock, naturally, regardless of where one wanders, you cannot get away from the business in which you are engaged.

"As you of course know, in countries such as Italy, Greece, Turkey, all through Asia Minor and North Africa, the use of tight cooperage is very much in evidence, on account of the great quantity of wine that is produced—grape-growing apparently being one of the major horticultural occupations. There is hardly a port on the Mediterranean of any account, where the tight barrel is not in evidence. The most outstanding use of the tight barrel of course is on the Island of Madeira, where the principal industry is wine making. In the immense warehouses at Funchal, port of Madeira, there are huge quantities of wine stored in everything from a five-gallon keg, to vast hogsheads that require a team of oxen to haul, and I understand that the tight cooperage manufacturers of the United States afford the principal supply of oak staves and heading in Madeira and Algeria, the two great wine producing countries.

"Apart from some cement barrels that I noticed in Madeira and a few package barrels in Naples and Cairo, I regret to say there was very little evidence of the use of the slack barrel, although the agent of the Dollar Line in Naples told me that there was a considerable quantity of slack cooperage stock imported by Italy from America. General speaking, I would judge that Canada and the United States, from anything I have seen on different trips abroad, are the greatest consumers of slack cooperage.

"The cooperage business in Canada during the last four months has been somewhat below normal, but the apple growing sections in Ontario and Quebec, now that the blossoms are breaking, promise, I would say, from the reports that we have received and our own personal observation, at least one hundred per cent. better yield than last year, taking the whole territory. The weather has been ideal for the development of blossoms up to the present time, as usually a backward season carries the buds past the period where there is danger of frost.

"Several of our flour barrel customers tell us that the barrel business has picked up to some extent during the last month, and we believe, taking the trade all the way around, that 1928 should be at least a normal season for the cooperage manufacturers in Canada.

"We are producing about the same quantity of cooperage stock this year as last, and therefore will be in a splendid position to take care of any orders for hoops, heading and staves."

Considerable Activity in Cooperage Circles—Crop Prospects Are Bright—C. M. Van Aken

There has been considerable activity in the cooperage business during the past month, but this activity has been so diversified that to point out just where it originated would not be easy.

During the early part of the season, fruit growers look forward to the month of April with a great deal of trepidation, for that is the month when freezes, cold rains and frosts are apt to turn a promising crop into a failure. All of the fruit sections did not this year come through without injury. Some sections have been quite badly affected; others, but little; but, on the whole, a fair crop is expected. It is this promising prospect of a fruit crop that is the source of a part of the activity in the months business.

The weather man has been kind to the potato growers so that Virginia and North Carolina are expecting a good crop of potatoes. Last year the crop was in excess of the barrel supply, which resulted in a decided barrel shortage. This year there has been a tendency to prevent any repetition of a demand for barrels that could not be supplied by having on hand the barrel material. The cooperage orders resulting from this has also been a factor in the month's activity.

The effect of barrel substitutes upon the cooperage market is felt quite keenly but, in spite of that, orders for staves, heading and hoops have been coming in during the past month from here, there and yonder to such an extent as to make these orders an added factor in the month's business. These promiscuous orders, as a rule, are not large; seldom large enough to be considered contracts, mostly orders for single cars, but during the past month the aggregate has resulted in a good volume.

Business of all kinds is being done on an entirely different basis now from what it was a few years ago. The tendency of the people is toward apartment-house living and hand-to-mouth buying. Chain stores, which cater to the wants of these people, are springing into existence constantly. There is no longer any place in the home for a barrel of flour or a barrel of apples. A 12½-lb. bag of flour and a quart of apples is the common quantity sold. This buying in small quantities seems to permeate all lines of business. Many manufacturers are buying in quantities that they would have been ashamed to consider a few years ago. They feel that they can get what they want when they want it and because the people who buy from them buy in small quantities, there is an uncertainty of just what their wants will be. The same thing applies in our line of business. If the farmer contracted for his supply of packages as used to be the custom, the barrel maker would contract for his supply of material and we could calculate accordingly, but instead of that we are, as has been said, in the same boat with the rest of the people, taking business mostly in small quantities as it comes and because there is nothing to be gained by complaining, we might just as well look pleasant and accept with appreciation the business we get. Fortunately, the business of this month has been running well and the immediate prospects are promising. That is as far as we can go.

Improvement in British Cooperage Trade Continues—J. C. Tinkler

The improvement noticed last month has been maintained.

The demand for certain classes of tight cooperage is quite active and importers here should be well satisfied with the amount of business.

Slack Cooperage is rather slow, but even so much better than for the last three months.

Everything points to a much livelier time in the cooperage and packing trades and we expect to be busy from now on until the autumn.

Cooperage Exports for First Quarter of 1928

According to statistics compiled by the Bureau of Foreign and Domestic Commerce, the exports for the first quarter of 1928 of tight staves were greater this year than in 1927, slack staves and shooks less, and tight heading and tight shooks considerably less. Complete figures for destinations of tight cooperage are not available, but partial figures indicate that increases went to Canada, Australia, French Africa, Germany, France, Spain, and the United Kingdom, and much lower exports went to Argentina. Canada appears to have taken greater quantities of slack cooperage this year; and in the West Indian markets, Cuban purchases have declined while others have increased.

OBITUARY

John G. Bauer

The passing of John G. Bauer, formerly of the Bauer Cooperage Co., Lawrenceburg, Ind., which occurred in that city April 13th last, removed one of the oldest and most widely known members of the cooperage industry.

A man of dependable character and business integrity which brought to Mr. Bauer a large measure of success during his life, and a host of friends who will deeply regret his death.

Mr. Bauer was born in Cincinnati, Ohio, October 12th, 1856. He entered the cooperage business in 1878. At that time he made oil barrels for the Standard Oil Company which was then in Cincinnati. The shop's capacity was not entirely taken up so he branched into the liquor container market. His business ability along with the fact that he made a type of barrel that liquor people could depend upon caused James Walsh, of the James Walsh Co., then one of the largest distillers in the West, to make him a proposition to go to Lawrenceburg, Indiana, and establish a cooper shop there with the idea of making all of Walsh's packages. The arrangements were attractive enough, so in 1882 the shop was built. In 1883 and 1884 the worst floods in the history of this part of the country swept all of his staves and heading out, and then the plant burned down in the latter part of 1884. It was rebuilt, and with the renewed energy that all of the trade knew he possessed, he started out again. In 1897 the Walsh interests were bought out and in 1898 Mr. Bauer invented the seven hoop barrel which all the trade knows. He developed this barrel to the point where his plant was making 1,200 barrels daily until prohibition set in. The Bauer Cooperage Company owned extensive acreage in Kentucky and Tennessee where they milled their staves and heading.

Mr. Bauer is survived by his wife and two sons, to each and all of whom THE JOURNAL extends sincerest sympathy in the loss they have sustained.

Leopold J. Magner

Leopold J. Magner, one of the best known of the veteran coopers of New Orleans, La., died recently, at the age of 54 years.

Of late years Mr. Magner did not compete actively for the general trade in cooperage, but confined himself largely to the barrel business incident to his sugar and molasses trade.

Mr. Magner is survived by his widow, two sons and three daughters, who have the sympathy of the entire community, and especially members of the cooperage trade.

Ulysses Estopinal

A sad and particularly depressing death was that of Ulysses Estopinal, the New Orleans, La., cooper, which occurred in his plant yard a short time ago.

Found unconscious, in which state he remained partially until his final passing, four days later, Mr. Estopinal was unable to give much assistance in learning what had happened to him. Death by violence was the decision reached with no clue as to the perpetrators.

George A. Jackson

The recent death of George A. Jackson, secretary-treasurer of Jackson & Tindle, Inc., Buffalo, N. Y., was a distinct loss to the company which he so ably served and a matter of deepest regret to his many business friends and acquaintances. Mr. Jackson passed away after an illness of five months. He was 64 years of age.

Government Report on the Cooperage Industry of Canada

The Forest Products Branch of the Dominion Bureau of Statistics recently released a report on the cooperage industry, which includes the manufacture of cooperage stock by mills specializing in these products and by saw mills and other wood-using industries manufacturing them as a sideline or by-product, but does not include cases where nail manufacturers assemble their own kegs, or where barrels are assembled as a sideline, or by hand.

The total value of the product in 1925 was $2,944,580, compared with $2,573,696 in 1926, the decreases being mainly in the manufacture of apple barrels and staves. The industry is concentrated mainly in Ontario, Nova Scotia, and British Columbia, which contributed, respectively, in 1926 $154,580, $130,704, and $185,181.

Employes on salaries and wages dropped from 660 in 1925 to 527 in 1926. Wages and salaries dropped from $620,545 in 1925 to $526,181 in 1926. Capital invested dropped from $2,143,950 in 1925 to $1,994,010 in 1926, this being due, mainly, to the drop in the number of establishments from 101 in 1925 to 80 in 1926.

Raw materials used consist chiefly of staves, hoops, and headings, together with hoop iron wire, hardware, paints and oils. Some firms, of course, manufacture their own materials from logs, bolts and lumber. In 1925, $1,873,241 worth of raw materials were used, and in 1926, $1,702,968 of which $1,411,278 was paid for by cooperage stock.

The fuel used was valued at $17,562, in 1925, and $16,233, in 1926, being mainly bituminous coal, coke and wood. Horsepower used in 1925 was 2,402; in 1926, 2,024.

Chemical Products Company Absorbs Turpentine Concern

The Wood Chemical Products Co., Cleveland, Ohio, has acquired the assets of the National Turpentine Products Company, consisting of the plants at Jacksonville, Fla., Pensacola, Fla., and two plants at Elberta and Crichton, Ala.

The National Turpentine Products Co. has been dissolved.

PORT ANGELES COOPERAGE COMPANY

Manufacturers of

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We manufacture all sizes of staves and heading. You will find our grade of stock satisfactory in every way.

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Chief of U. S. Forest Service Appointed Vice-Chairman of Wood Utilization Committee

Major R. Y. Stuart, Chief of the Forest Service, Department of Agriculture, has been appointed vice-chairman of the National Committee on Wood Utilization of the Department of Commerce by Secretary Hoover, it was announced today.

Major Stuart succeeds Colonel Wm. B. Greeley, who recently resigned from both posts to take the secretary-managership of the West Coast Lumber Manufacturers' Association. Colonel Greeley, however, will not be lost to the committee, for he will retain his membership and will continue to take an active interest in the committee's program.

Brunner Provision Co., 3737 S. Halsted Street, Chicago, Ill., has been incorporated for $100,000, to deal in meat products. Incorporators: Justus Brunner, Julius J. Ruebasch and G. E. Beerly.

The Clark Paint & Varnish Co., West Springfield, Mass., has been incorporated and is now installing machinery and equipment in a factory building on Circuit Street.

The Texas Refining Co., Greenville, Tex., is planning the construction of a new cotton oil plant.

Plans are being made by the Western Tallow Co., Davidson and Lane Streets, San Francisco, Calif., to rebuild its plant destroyed by fire recently.

Wooden Barrel Manufacturers' and Dealers' Directory

CANTON BARREL COMPANY, Canton, Ohio. — Dealers and brokers in Wooden Barrels of all descriptions, Tight and Slack.

H. METZGER'S SONS, 11-15 Eighteenth St., Richmond, Va.—New and Second Hand Barrels, Kegs and Hogsheads of all kinds.

EMPIRE BARREL CO., 1925 Clinton St., Detroit, Mich.—Second Hand Barrels of all descriptions. Lard Tubs and Nail Kegs.

J. S. JONES COOPERAGE, 12 N. 19th St., Richmond, Va.—Dealer in Used Tight and Slack Barrels of all kinds.

MOEHN COOPERAGE CO., 310 Southeast Ninth St., Des Moines, Iowa.—New and used Tight and Slack Barrels for Apples, Poultry, Sugar, Alcohol Kegs, etc.

AMERICAN COOPERAGE CO., INC., Maurer, N. J.—Manufacturer of New Tight Barrels made of oak, fir and gum stock.

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AMERICAN COOPERAGE CO., INC., Maurer, N. J.—Dealers in Second Hand and Recoopered Tight Barrels.

WOLVERINE BARREL AND BAG CO., 624 Watson St., Grand Rapids, Mich.—Recoopered Tight Barrels for all uses. New Slack Barrels for Apples, Lettuce, etc.

JOHN PAXTON & CO., 5435 Cosgrain St., Montreal, Canada.—Manufacturers of and dealers in Flour, Sugar and Apple Barrels. Fir Pork Barrels, 100 lbs. and 200 lbs.

HOUSTON COOPERAGE AND TUB CO., Box 546, Houston, Texas.—New Tight Barrels from 5 gal. to 55 gal. New Slack Barrels of all kinds. Second Hand Barrels. Ice cream Tubs all sizes.

PERTH AMBOY BARREL CO., 1049-63 State St., Maurer, N. J.—Dealer in New and Used Tight and Slack Barrels of all descriptions.

JACK COHEN COOPERAGE WORKS, 725 W. Henry St., Indianapolis, Ind.—Dealer in Second Hand Barrels of all kinds.

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SECOND-HAND BARRELS WANTED

2000 BEER BARRELS
700 BEER HOGSHEADS

Black iron hoop, golden gate fixture. Would like to have quotations on all or any part of this lot. A. C. KILEY & COMPANY, INC., 14 Chestnut Street, Somerville, Mass.

WE are in the market for second hand single- and double-headed barrels suitable for oil, tar, tallow, etc. AMERICAN COOPERAGE CO., INC., Maurer, N. J.

PLANTS FOR SALE

FOR SALE—Slack stave mill consisting of

Three Drum Saws
One 60 H. P. Boiler
One 50 H. P. Engine
Stave Bolt Equalizer
Stave Equalizer
Stave Planer

and all other equipment necessary for operation. Will sell at a sacrifice for quick disposal. Address "Stave Mill," care of "The National Coopers' Journal," Philadelphia, Pa.

MACHINERY WANTED

WANTED—Second hand Morgan barrel nailer for immediate purchase. State lowest cash price and general condition of machine in first letter. State whether used on steel or wood hoops. Address "A. B. C.," care of "The National Coopers' Journal," Philadelphia, Pa.

MACHINERY FOR SALE

REBUILT STAVE and HEADING MACHINERY

Two Greenwood heading turners.
One heading sawing machine.
One No. 4 stave cutter.

ROCHESTER BARREL MACHINE WORKS, Manufacturers of "Greenwood" Stave and Heading Machinery, Rochester, N. Y.

FOR SALE—One complete line of tight barrel machinery including stave jointers, truss hoops, and other equipment. Will sell as a whole or separate machines at fifty per cent. of cost of new machinery. Address MC, care of "The National Coopers' Journal," Philadelphia, Pa.

FOR SALE—HEADING MACHINERY

Heavy duty log haul, cut off saw, bolter, rosser, slashers, turners, jointers, planers, baling press, buzz planer, pulleys, shafting, hangers. Dirt cheap for cash. Address THE RISLEY LUMBER CO., Walton, N. Y.

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Virgin Long and Short Leaf Timber, also Cypress and Hardwood, for sale in Georgia, Florida, Louisiana, and Alabama. 20 to 200 million feet tracts. Good logging and easy terms. Write us your requirements. CHARLESTON TIMBER CO., P. O. Box 533, Charleston, S. C.

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WANTED—Experienced man able to make investment, to take charge as superintendent of cooperage plant making both tight and slack barrels by hand and machinery. Must be capable and understand all phases of barrel making. Write Box No. W. C. D., care of "The National Coopers' Journal," Philadelphia, Pa.

PROPERLY MADE **Tight Barrel** QUALITY STOCK
STAVES AND HEADING
OZARK STAVE COMPANY
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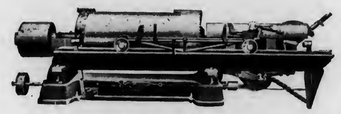

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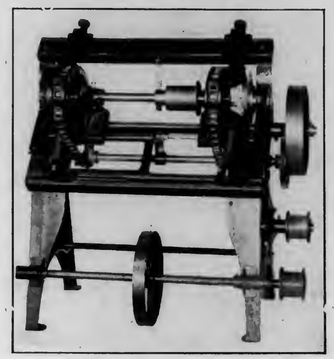

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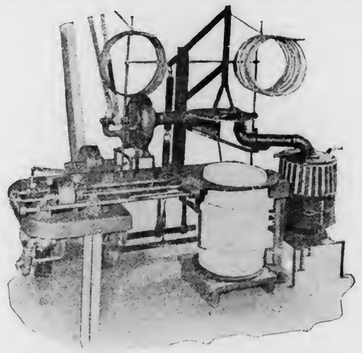

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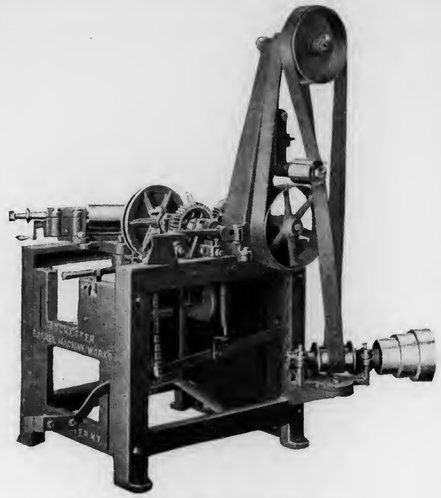

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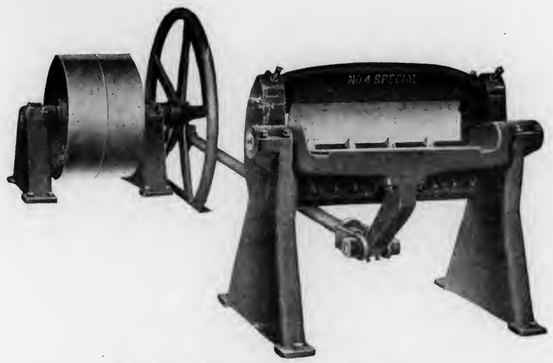

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Red Oak and White Oak
from 9" to 23" in diameter
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Hardwood Lumber

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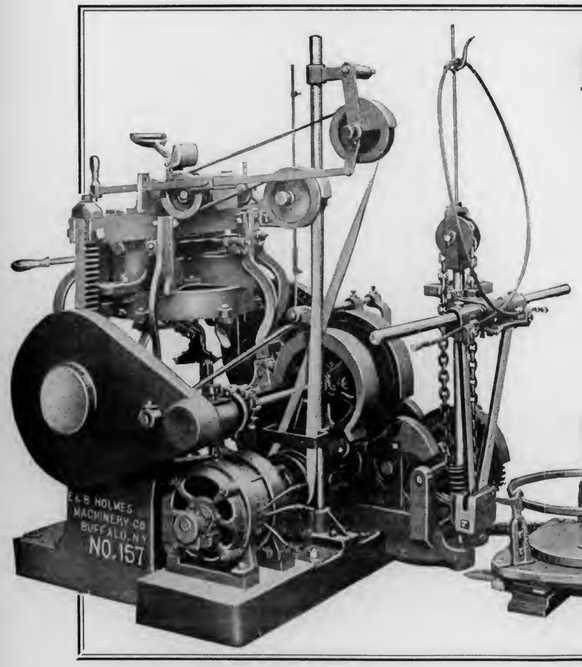

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STAVES BARRELS
HOOPS CASKS
HEADING KEGS

Fifty years of Quality production is the foundation upon which our leadership in the trade is based. Our equipment, technical knowledge and experience are placed at your disposal.

Enormous Factory Capacity
Huge Timber Holdings
Central Warehouse Stocks
Cars Straight, Matched or Mixed

Greif Bros. Cooperage Company

CLEVELAND, OHIO

Reducing the cost of the completed package with

American Steel & Wire Company's WIRE HOOPS

WHEN a barrel is bound with American Wire Hoops, the cost of the completed package is reduced. The low price of Wire Hoops means a more economical job.

Barrels bound with American Wire Hoops measure up to every requirement of modern transportation. Wire Hoops insure longer life for barrels, and greater protection for shipments.

Bind *your* barrels with American Wire Hoops and assure your customers of added satisfaction. We invite your inquiry for detailed information.

Secure bilge hoops with Staples or Fasteners as illustrated.

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CLEVELAND.....Rockefeller Bldg.
DETROIT.....Foot of First St.
CINCINNATI.....Union Trust Bldg.
MINNEAPOLIS—ST. PAUL, Merchants Nat. Bk. Bldg., St. Paul
ST. LOUIS.....506 Olive st.
KANSAS CITY.....417 Grand Ave.
OKLAHOMA CITY, First Nat'l Bank Bldg.
BIRMINGHAM....Brown-Marx Bldg.
DALLAS.....Praetorian Bldg.
DENVER.....First Nat. Bank Bldg.
SALT LAKE CITY.....Walker Bank Bldg.
MEMPHIS, Union and Planters Bank Bldg.
NEW YORK.....30 Church St.
BOSTON.....Statler Bldg.
PITTSBURGH.....Frick Bldg.
PHILADELPHIA.....Widener Bldg.
ATLANTA.....101 Marietta St.
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UNITED STATES STEEL PRODUCTS COMPANY

San Francisco Los Angeles Portland Seattle

A BUYING TIP

When you next purchase Slack Cooperage Stock buy the "Mill Shoals" grade. You will find it makes good barrels. Selected timber, and modern equipment, plus knowing how, is your guarantee of high grade stock.

STAVES 18" TO 48"—HOOPS ALL LENGTHS
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Manufacturer
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TIGHT BARREL STAVES
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—Also Cut-Offs—
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New Slack Barrels for all dry materials, chemicals, sugar, etc.

Tongued and Grooved Barrels a Specialty

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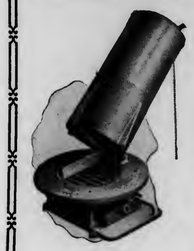
Second-hand Barrels
All Kinds Slack and Tight

We Specialize preparing tight barrels for all purposes

"A Used Barrel Is Better Than a New One"

QUALITY and SERVICE Our Motto!
OFFICE, 64 Fairmount Ave. PLANT, 12-88 Fairmount Ave.



IF IT COMES FROM
HYNSON
YOU KNOW IT'S RIGHT

When it comes to coopers' tools and supplies "Hynson" stands second to none. We manufacture our products and are always stocked to handle orders promptly and satisfactorily. There is nothing the barrel maker needs that we can not supply. Place your orders with us now.

Largest Exclusive Coopers' Tool Supply House in the World

THE HYNSON COMPANY
Lebanon Illinois

PROPERLY MADE **Tight Barrel** QUALITY STOCK
STAVES AND HEADING
OZARK STAVE COMPANY
134 North La Salle Street, Chicago, Illinois

Pekin Cooperage Company
330 SPRING STREET —:— NEW YORK
Port Arthur, Texas Alexandria, La.
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Barrels, Shooks, Kegs, Staves and Heading
DOMESTIC AND EXPORT

The Sutherland-Innes Co., Limited
Manufacturers and Dealers in
STAVES, HOOPS, HEADING AND SHOOKS
TIGHT AND SLACK
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THE VAIL COOPERAGE CO.
Since 1888 Manufacturers of
Quality Stock
Our Northern Elm Hoops
"Best by Test"
FORT WAYNE, IND.

STAVES
HOOPS
HEADING
VENEERS

Why?—

Why send your saws a thousand miles to be resteeled when we can do it in the South at a large saving?

We make new drums and resteel old drums fitting any machine

THIRTY YEARS' EXPERIENCE

Southern Stave Saw and Machine Company
112 South 19th Street, Birmingham, Ala.
All Work Guaranteed *Write Us for Prices*

CALIFORNIA BARREL CO., INC.

ESTABLISHED 1883
433 CALIFORNIA ST., SAN FRANCISCO
CABLE ADDRESS "KOSTER"

Cooperage Stock Manufacturers

TIGHT STAVES AND HEADING
SLACK STAVES AND HEADING
WOODENWARE STAVES
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HEADING

EXPORTERS OF
DOUGLAS FIR BARREL SHOOKS

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Manufacturers of

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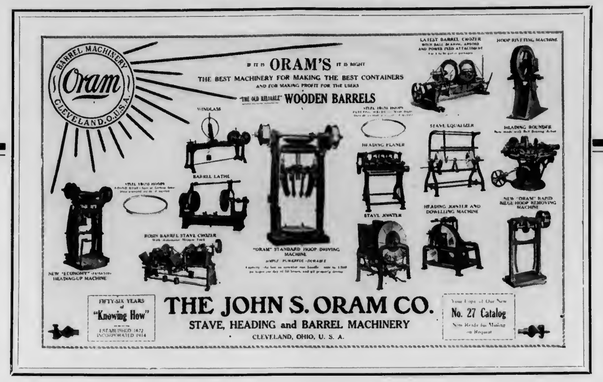
Oram
CLEVELAND, O. U.S.A.
BARREL MACHINERY
IT IS ORAM'S IT IS RIGHT
THE BEST MACHINERY FOR MAKING THE BEST CONTAINERS
AND FOR MAKING PROFIT FOR THE USER
"THE OLD RELIABLE" WOODEN BARRELS
THE JOHN S. ORAM CO.
STAVE, HEADING and BARREL MACHINERY
CLEVELAND, OHIO, U. S. A.
FIFTY-SIX YEARS of "Knowing How"
No. 27 Catalog

43 Years' Continuous Journal Advertising

Gives Testimony of Its Worth

The important part that Oram Machines have played in the progress of the cooperage industry is well and widely known throughout the trade, not only in this country, but foreign countries as well.

In a small plant in Cleveland, Ohio, the late John S. Oram, founder of The John S. Oram Company, began the manufacture of barrel machinery in 1872. Each year since that time "Oram" has kept pace with the advancement of the cooperage trade, devising new machines and improving existing equipment until today the name "Oram" may be termed a household word wherever wooden barrels are made or used.

The success of "Oram" is closely woven with the history of THE JOURNAL. Knowing the value of trade publicity, John S. Oram began JOURNAL advertising with the JOURNAL'S very first issue in May, 1885. Beginning with a small space the Oram advertising was steadily increased, and in 1892 a two-page spread was adopted and has been appearing regularly ever since.

What the late founder of The John S. Oram Company thought as to the value of JOURNAL advertising is best expressed in the following letter written by him in 1908 after twenty-six years of double-page advertising:

> "I remember well when you induced us to take a solitary little inch in a single column, but I note that we soon increased our space to one-sixteenth page, and in four months we went a step further and increased to a one-eighth page, and only a short time after we leaped to a full page. Then in 1892 we clamped on to two full pages and this we have continued all the years since.
>
> "Why? The reason is obvious; the readers of THE JOURNAL, in all lands, look to its pages for what they want in the particular line of business that it stands for so well, and hence we know what THE JOURNAL is doing for us and can give credit to the same for a large share of the prosperity we have had."

Fifty-six years of "Knowing How" plus JOURNAL advertising has paid The John S. Oram Company and paid it well. Could any seeker after profitable publicity ask for any stronger testimony than that? Let us prove to you that such experience is not at all exceptional.

There Is No Other Like It!

The National Coopers' Journal

PHILADELPHIA

The National Coopers' Journal

FORTY-FOURTH YEAR | Philadelphia, July, 1928 | $2.00 PER YEAR VOL. XLIV, No. 3

The Sugar Industry Has Come Back—How About the Sugar Barrel?

Renewed Vigor of "Sugar" Unequalled in Any Barrel Using Industry. Carton and Bag Man Already After the Increased Business—It is Up to Cooperage Trade to Again Place Wooden Barrel in the Running

New Orleans' most famous breathing space is Lafayette Square. Centrally located, it is passed or visited by many thousands of people every day, and is the first spot to which a stranger is taken by friends who wish to give him a favorable impression of the city. Ornamented with statues, shaded by magnolias and gorgeous with flowers it is a rare scene of half tropic beauty. One part of the square is of special interest, for it is planted with sugar cane.

A Tribute of Honor to the Sugar Cane

Do you wonder that a part of the most valuable ground in a city should be given over to the cultivation of a common field crop? Cane once gave prosperity to this State, and when the cane crop failed the best men in the State were on the brink of ruin. New varieties of cane have been introduced, the sugar business flourishes once more and prosperity is coming back, so the people of the largest city in the State give the new cane a place of honor and plant it in their choicest square, where they may daily see it, wonder at it, and rejoice that it has restored their prosperity.

The Sugar Industry Has Come Back—How About the Sugar Barrel?

The sugar business has come back, but where is the sugar barrel? This is a question for coopers and mill men to answer. The business is here for them, if they will work to get it.

There may be young men in the business who never heard the names of the Cinclare Factory, the Songy Sugars Co., or of the Ashland, Lower Terrebonne, Georgia and Oaklawn Plantations, but to every veteran stock mill man who ever sold or tried to sell cooperage stock in this territory these names are household words, for they are the names of firms that once used large quantities of cooperage stock, and stock dealers, or their representatives, visited them every year to solicit their trade, and the firms that secured their orders found them to be the best customers on their books. Then the cane crops grew less and less every year until the business of these great sugar firms became so bad that their trade was not worth the stamps that it would take to circularize them.

Sugar Companies Remodeling and Increasing Plant Equipment

The new varieties of cane have saved the day, and the sugar mills and plantations that had been given up for dead have wakened to new and vigorous life. The Cinclare factory has been overhauled and new equipment installed, and the Songy Sugars Co. has put in a full set of new and improved machinery. The South Coast Company has purchased the Ashland, Lower Terrebonne, Georgia and Oaklawn plantations, has ditched the fields to supply drainage or irrigation, as may be needed, has planted the vast fields with the new varieties of cane and has introduced modern machine cultivation throughout, and in the respective sugar mills the latest improved appliances have been installed, regardless of expense. The Oaklawn factory has been completely dismantled to prepare it for the installation of equipment that is said to be capable of milling 5,500 tons of cane per day.

A Great Business Revival Going on in Sugar Industry

In many other mills and on many other plantations throughout the "Sugar Bowl" of Louisiana similar changes are going on. This is a business revival that has never been equalled in any barrel using industry, but have these big barrel users forgotten the merits of the packages which they once bought so freely? The bag, box and carton people are already in the field. They are good advertisers, and, except for their mistaken ideas as to what it takes to constitute a serviceable package, are good fellows, but are the cooperage men going to give up this trade to them without a struggle?

One of the strangest things about the revival of the cane growing industry is that the "bagasse," the fibrous waste of the new cane, is exceptionally valuable for the making of wall board, and the makers of wall board are supposed to be very active in promoting this sugar industry for the sake of this once worthless by-product. Good luck be with them. The more of this "synthetic" lumber they make the more timber will be left for the manufacture of staves and heading.

The Wooden Barrel for Water Colors and Whiting

In some sections of the country the making of barrels for earth colors, water paints and whiting is an important branch of the industry, though New Orleans coopers have made comparatively few packages for these products. Most of the materials of that character used here have been shipped from a distance, the West Coast Kalsomine Company, of San Francisco securing a good percentage of the trade. This concern has long maintained a branch office and storeroom in New Orleans, and has found business so good that it is now building a factory here. The West Coast Company has acquired four acres of ground in the industrial section just above town and is erecting a plant that is expected to be in operation by October of this year. This plant will be extensive enough to supply six States, and will manufacture kalsomine, water paints, earth colors and whiting in great variety and large quantities.

A Well-made Wooden Barrel Will Meet All Requirements

As everybody knows, the only package suitable for materials of this character is the barrel, but many coopers are afraid of the trade, for these fine powders require a close package, and are said to sift through barrels that are tight enough to hold flour or granulated sugar. Experience in the shops of this city, however, has shown that with good work satisfactory whiting and kalsomine barrels can be made with ordinary materials and in an ordinary hand shop. If the trade is too exacting for this the remedy is at hand. Use tongued and grooved staves and cleated heads, then you can be sure that you will give satisfaction.

Make This Business Sure for the Wooden Barrel

It is hardly conceivable that the promoters of such a high class enterprise would seek a substitute package. It is more probable that they will install their own cooper shop. This should be an opening for someone. It is probable that they would not object to stock that is slightly off color, but if they use barrels at all these barrels must be sift-proof, and they should be interested in tongued and grooved staves, or the equipment for making them.

Packing and Shipping of Green Corn Opens Up Greater Use for Barrels

The chief article now seen at the produce shipping centers is green corn, the "roas'in' ear," and it is interesting to watch the handling of this product. With astonishing skill and celerity the packer will fill a barrel with corn, packed so closely that the ears seem to have grown there, then cover it with cracked ice and head up the package like a trained cooper working for a prize. Right beside this skilled worker another man will slap-dash the ears into a hamper, put on the flimsy cover and tie it on with a string. The difference in the package and the packing

can be easily explained. The barrels are for shipment to some distant market, and the hampers are for the local trade. When you sell goods to the man across the street or ship them to some nearby station you can deliver them in a hamper or an old straw hat, but when you ship to some big customer in a distant city you must use good barrels and take some pains with the packing of your products.

Fresh grapes are now on the market in five-gallon kegs, the barrel water cooler and the soft drink barrel are much in evidence and the work crews take their drinking water out to the fields in wooden kegs or barrels.

Western Ontario Will Have Heavy Apple Crop—Eastern Prospects Uncertain—W. A. Fraser

There has been no particular change in the general cooperage situation in Canada since our June letter.

At blossoming time, there was every prospect of a bumper apple crop throughout the Province of Ontario, but unfortunately, owing to some unknown condition, the set has not been particularly heavy. Our reports show that the crop in the western part of the Province will probably be twice the yield of 1927, but it is questionable from present indications whether the pack in eastern Ontario will be much heavier than last year. The fruit growers have taken exceptionally good care of their orchards this year, much more spraying and dusting having been done than during any previous season, and we are hoping that the quality of the fruit will bring up the quantity of apples that will actually be packed, to at least last year's volume. The weather has been particularly advantageous to growing conditions, with plenty of moisture which has given the fruit a good start, and should assure above the average size.

The sugar and flour barrel trade is absorbing all the available number one stock that will be manufactured by the Canadian mills this season.

Many More Apple Barrel Orders Will Be Placed—C. M. Van Aken

It is more or less unfortunate that my report for the July Apple Number of the JOURNAL cannot be more optimistic than it is. During the month of June we have experienced a condition similar to what a farmer might call, "Between Hay and Grass". The apple barrel makers bought early and in most cases received the material which might be considered their minimum requirements. Most of those deliveries were made early in the season but, of course, some were made during June. So while the month of June has produced some apple barrel business in the way of deliveries, it has produced but little new business, and we do not expect much new business until crop developments insure the need of additional cooperage above that already ordered. It, therefore, develops that the month of June is a month when we are waiting to see what the next development in the cooperage line will bring forth.

Crop conditions throughout the different eastern sections are somewhat spotty. One can not say that a certain fruit section will produce a good crop and another section a poor crop, because each of the several sections have their good and their spotty conditions; there is but little doubt that the crop as a whole will be a fair one and that many more apple barrel orders will be placed as the season progresses.

The potato crop this year created a fairly good demand for cooperage, and orders for slack stock for barrels of various kinds have been such as to make the cooperage demand for the first six months equal to, if not greater, than for the same period last year. Barring accidents the last six months of this year will be better than the last six months of 1927.

Wooden Barrel Exhibited at Informashow of Purchasing Agents' Association

At the Informashow, an exposition held in connection with the thirteenth annual convention of the International Convention of Purchasing Agents, at Kansas City, Mo., May 28th to 31st, the wooden barrel was well represented.

An attractive display of tight and slack barrels held the attention of the visiting purchasing agents. The cooperage exhibit was under the direction of C. G. Hirt, secretary-treasurer of The Associated Cooperage Industries of America, and every opportunity was taken advantage of to demonstrate the superiority of the wooden barrel as a shipping container.

Cooperage Exhibit at Purchasing Agents' Convention, Kansas City, Missouri.

Cooperage Conditions in Great Britain Satisfactory—J. C. Tinkler

The market for tight barrel stock is quite good, with a more active demand. Prices are steady, with a rising tendency. Palm oil staves are very dull, but some quiet enquiries are going round for second-hand casks.

Slack barrel stock is very steady, the cement and chemical trades being fairly busy; in fact, the demand is better than it has been for some months.

Will Establish Stave Mill

The J. P. Mitchell Stave Co., Memphis, Tenn., will erect a stave mill at Camden, Tenn. Machinery will be moved from the plant at Vale, Tenn., to the new plant at Camden.

Suspended Schedules Canceled by I. C. C. Ruling

The proposed increase in rates applicable via Neosho, Mo., and the St. Louis & San Francisco Railway on lumber and articles taking the same rates from points on the Kansas City Southern and connecting lines in Arkansas and Oklahoma north of Texarkana to St. Louis and points grouped therewith have not been justified by the carriers. The suspended schedules are ordered canceled.

This is the finding of Division 4 of the Interstate Commerce Commission in Investigation & Suspension Docket No. 3,033. Combined with this proceeding was Docket No. 20,434—Southern Pine Association vs. Christie & Eastern Railway Co. et al.

At the same time Division 4 finds that the rates applicable on like traffic over the same route from Texarkana, Ark., and points on the Kansas City Southern and connections south of Texarkana in Arkansas, Louisiana and Texas to St. Louis and group points are not unreasonable.

Favorable Crops Brighten Outlook for Louisville Cooperage Trade

Inquiries More Numerous and Demand for Food Products Containers is Expected to Tax Capacity of Barrel and Keg Plants

The cooperage business so far this season has been one of watchful waiting, with hopes that business would eventually open up with signs of going somewhere. Inquiries have been a trifle better than they were and local houses have been quoting on more business, but actual orders are not plenty, and it rather looks as though buyers are asking a lot of quotations, either with the idea of keeping posted, or beating down the market through waiting and countering with lower prices than those quoted.

Tight cooperage plants as a whole are not overly busy but when food products plants are on a more active operating basis with new crops, there will be a much better demand. There is a belief that when this demand does come, it is quite likely to come with a rush that will tax the capacity of some of the plants to supply it, due to the fact that there has not been a great deal of provision made for large business, either in the matter of producing raw material, or filling warehouses with finished barrels.

No Change in Prices for Cooperage

Cooperage manufacturers report that prices as quoted are just about as they have been for the past several months. Prices have been low, in fact too low, and considering the fact that there are only a few months in the year in which cooperage plants are busy it would be decidedly foolish to reduce prices any at the beginning of the season in which such demand as may develop can be expected.

Apple Outlook Good—Cotton Prospects Uncertain

As to future outlook for wooden barrels it is claimed that there is a very fair apple crop prospect in this territory, which should make for a good demand for both slack barrels for apples and tight barrels for apple juice products. The cotton crop and its relation to cottonseed oil and oil products is uncertain. Much of the South has had too much rain, while there have been flood troubles in parts of Arkansas, Georgia, Alabama, Florida, Louisiana, etc., which have held down cotton planting and cultivation, with much planted acreage flooded and ruined. Right now the cotton crop outlook is not so promising. A very large crop of strawberries in Tennessee and Kentucky resulted in low prices for berries, and larger cold packing with good prospects for white oak barrels, etc.

More Kraut Will be Packed This Season

In spite of a rainy season cabbage did well, and there has been very fair production, and the crop has been selling at very reasonable prices. Indications are that the kraut packers will put up a good crop this season. New cabbage has been abnormally low in the local market toward the end of June, due to the fact that the Northern country has so much cabbage that the Southern growers have been unable to find shipping outlets for their surplus over and beyond local consumption. All vegetables have been in good supply, with crops so late that there has not been much of a shipping market.

Potato Crop Will Require Many Barrels

Slack barrels will probably be in good demand locally within a short time in connection with movement of the first crop of potatoes to the North and East. First arrivals of new home grown spuds on the Louisville market came in about June 20th, and car lot shipping will start about July 5th to 10th, if there is dry weather for digging.

Pickle Packers Will be Busy

The season has been a wet one that should prove very favorable for cucumbers, which should mean that the pickle packers will be busy with a large pack. Tomatoes should also be in good production. Local picklers have been arguing for larger production of cucumbers and small pickles in this market, as they have been going to Michigan and the North for the bulk of their requirements, and paying freight in on pickles, which they might just as well pay to local growers in the form of a better price for home grown stuff.

Production of Cooperage Stock at Low Point

Production of staves and heading in the South has been virtually at a standstill, account of weak markets, lack of demand; and the fact that farmers need available labor for cotton, and the stave and heading mill owner is not willing to compete with the farmer for labor at prices paid by the farmers. In fact the farmers have to hustle their work to make crops this year in bottomlands, and the mill owners are content to let them have the best of the situation for the time being.

In eastern Kentucky production of staves and heading has been almost at a standstill because of six weeks or more of almost daily rains, high streams, washed-out roads, wet woods, etc. Even lumber from the small mills has stayed on the yards, due to roads and bridges being washed out too badly for hauling to railend.

New Sales Manager for Atlantic Tank & Barrel Co.

P. M. Dormeyer, formerly of Chicago, with many years' experience in the cooperage trade, is now with the Atlantic Tank & Barrel Co., of Louisville, as sales manager. Arthur Herb is general manager of the Louisville division. Mr. Dormeyer in discussing conditions remarked that inquiries were a little better than they had been, and that prospects were more promising, he believing that there would be some good business placed within the next thirty days.

J. N. White Looks for Better Cooperage Demand

J. N. White, of the Louisville Cooperage Co., considers business just about as quiet as it has been since January, but that the time is near when business will start rolling in if it is coming at all, and that he personally believes that many of the barrel consumers will be in the market shortly, as they have not bought much stock in months, and have very little on hand. Mr. White remarked that production of cooperage material is very small just now, as there is no profit in production and no ready market for material.

Heavier Use of Tobacco Hogsheads Indicated for This Season

Indications point to larger consumption of tobacco hogsheads this fall than for the past several seasons. Good prices for a short tobacco crop last fall has resulted in very large acreages being planted this season. This may break the market somewhat, but it will also mean more demand for hogsheads, although so much tobacco is sold over loose leaf floors today, and shipped in bulk direct to manufacturing plants, that much of it never sees a package.

New Orleans Stave and Lumber Corp. Takes Over Business of Louis C. Carvalho, Inc.

The New Orleans Stave and Lumber Corporation, Inc., has purchased the stave business of Louis C. Carvalho, Inc., an old established firm catering to the foreign rough oak stave markets.

For its president the new company has elected John F. Santos, Jr., who has been associated with the Carvalho interests; B. B. Bennett, secretary-treasurer, who was in the lumber exporting department of the Lucas E. Moore Stave Co. for many years, supervising their shipments; Mr. Charles Bordes, vice-president, interested financially in building up New Orleans Commerce.

Mr. Santos and Mr. Bennett have had actual experience in various capacities in the exportation of pine hardwood and staves. The New Orleans Stave and Lumber Corp. has opened headquarters at 720 Louisiana Avenue, New Orleans.

To Erect Stave Plant

According to report, the Wilson-Smith Veneer Co., Dillion, S. C., will erect a plant to manufacture barrel staves.

THE NATIONAL COOPERS' JOURNAL
DEVOTED TO THE COOPERAGE INDUSTRY

ESTABLISHED 1888

ASSOCIATED COOPERAGE INDUSTRIES

PUBLISHED MONTHLY
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M. E. DOANE
EDITOR

J. A. MURPHY
BUSINESS MANAGER

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$2.50 per year, in advance, to all other foreign countries.
Single copies, 25 cents.

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Remittances may be made by post-office money order, bank check or draft, express money order, or registered letter. Foreign remittance should be made by international money order or exchange on the United States to equal the amount in United States money.
When subscribers desire their address changed they should give the old address as well as the new address.

ADVERTISING RATES

will be furnished on application. Copy for advertisements should reach us not later than the 15th of the month to insure insertion in the following issue. Changes in advertisements should reach us not later than the 20th of each month.

CORRESPONDENCE

The columns of THE NATIONAL COOPERS' JOURNAL are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

USE THE
WOODEN BARREL

THE SUPERIOR CONTAINER
FOR APPLES

The Apple Crop and the Wooden Barrel

THE apple crop prospects for 1928 are very much brighter than they were for 1927 at this time, with every indication of a yield that will far exceed the harvest of last year. It is quite possible that with the continuance of favorable weather conditions in the growing districts the final production figures for 1928 will come within striking distance of the bumper crop of 1926.

Just how much business will come to the cooperage trade from the apple industry is somewhat difficult to estimate right now. There will certainly be more apple barrels and apple barrel stock used this year than in 1927, but what that increase will be depends not only upon the final production of apples, but to a great extent upon what the manufacturers of apple barrels and apple barrel stock do to sell their trade package to the apple grower, shipper, and packer.

For several years past THE JOURNAL has called attention to the rapid growth of substitute package invasion into the apple field. Each year has seen a decided advance in the total number of wooden boxes, baskets and hampers used in the shipment of apples. The year 1928 will be no exception; in fact there is an undoubted possibility that the number of wooden barrel substitutes will far exceed their usage in the past years. Apple growers tell us that this year they will use boxes instead of barrels, or baskets instead of barrels, and these same growers in former years used nothing but barrels as their shipping container.

There are those who will say that the change from the barrel to the smaller packages is entirely economic, that the ultimate consumer cannot afford to buy a barrel of apples. There is, of course, some fact in such a statement, but it is not all fact by any means, for the reason that the ultimate consumer has not been buying apples in barrel quantities for some time, nor does the majority of consumers buy by the box or the basket. Moreover, the use of the smaller package has not decreased the price of the apple to the consumer.

The real reason for the gradual increase of the substitute for the wooden barrel lies more in the fact that the cooperage industry has not put forth the effort to hold the trade of the apple industry. The wooden barrel has always been and is still the predominant shipping container for apples, especially in the central and eastern States, but it is not hard to discern a movement away from the barrel to other packages. It is imperative that we face the facts. The cooperage trade has been content more or less to stand on past performances and has neglected to protect its trade in the apple field, as well as in other industries, while at the same time the manufacturers of substitutes for the wooden barrel have been extremely busy selling their product. Go through the streets of the produce district in any large city,—call on the commission merchants and ask them the question, "Why do you prefer the box or the basket, or the hamper for your apples?" and invariably his reply will be a repetition of the sales talk of substitute package salesmen, or the advantages which are broadcast through the advertising pages of his trade's publications by those manufacturers. He is being "sold" on the utility of the substitute package all the while that the wooden barrel man is silent, both as it applies to advertising publicity and consistent forceful selling effort.

The cooperage trade must look at the situation direct and come to the realization that the loss it has suffered in sales volume, not only in the apple field, but in every other line of endeavor in which the substitute container has made inroads on the wooden barrel demand, lies right at its own door. As we say above, the trend to the wooden box, the basket, and other substitutes in the apple trade and in all other industries is not due entirely to economic conditions. Rather is it due to the use of modern salesmanship and publicity by the manufacturers of these substitutes, and until the cooperage trade uses those same facilities for gaining new business and regaining business that has been lost it must continue to face the danger of a serious decrease in the demand for the wooden barrel.

The solution to almost every problem in the cooperage industry today is Wooden Barrel Trade Extension and Publicity,—a campaign that will cover the manufacturer, the middle-man, the retailer, and to a certain extent the ultimate consumer of products for which the wooden barrel always has been and is the superior shipping container. It is the outstanding need of our trade, and THE JOURNAL hopes to see that need filled in the very near future.

Harmony—The Keystone of Association Success, Prosperity and Progress

IF there was ever a time in the cooperage industry when a united front was imperative that time is the present. There are many problems before the cooperage industry, problems that must be solved satisfactorily and expeditiously if our trade is to advance, if our trade is to secure for itself a profitable and prosperous future.

There is only one successful means by which the solution to these problems can be attained, and that is by the working of a close coöperative body constantly seeking and searching until the goal is reached. For the individual to undertake the solution of a trade's difficulties would be a gigantic task with very little hope for success, but when the entire membership of an industry gets together and gives of its full knowledge, experience, and thought, then are decisions possible that will react to the benefit not only of the trade, but also of each and every individual in that trade.

In The Associated Cooperage Industries of America the cooperage trade possesses a central organization through which every good can come to the cooperage industry, and it is incumbent upon everyone who is interested in the welfare of the wooden barrel and the progress of the wooden barrel trade to give to that Association their whole-hearted, unstinted support in order that the full value of its efforts may be completely realized in a material way. To withhold coöperation from our Trade Association, to withhold support in its undertakings in trying times like these, would be a mistake that THE JOURNAL earnestly hopes no one in the cooperage trade will make.

Harmony is quite as essential to the continued life of a trade association as it is to the life of any successful business organization. Without harmony little can be accomplished in any direction, or by any method. The progress which has followed The Associated Cooperage Industries of America since its inception has been due to the existence of harmony between the several groups, between the individual members of those groups, and between the entire membership of the Association and its administrative officers.

This harmony never has and does not now preclude constructive criticism, but disruptive motives are questionable at all times and should instantly be frowned upon. Every change thought necessary to the best interests of any organization should be thoroughly considered, and the action decided upon should without hesitancy and without favor be quickly and coöperatively carried through.

The record of the cooperage industry in arriving at the point it has in its trade organization life has been splendid, and since there is the same high degree of intelligence, executive ability and progressiveness within the present membership body as it has had from the beginning, the one or ones who would discount the greater things that lie within the achieving scope of The Associated Cooperage Industries of America are without vision, and what is of graver importance without interest in the continued working life of the organization.

To its trade THE JOURNAL has ever had but one message to broadcast,—the continued and increased welfare of the wooden barrel—with which welfare of the wooden barrel association activities are inextricably bound, and as we have been long years building our trade organization, we know that THE JOURNAL'S call at this time for greater harmony and a firmer welding together of The Associated Cooperage Industries of America will be fully understood by every association member as well as by the industry as a whole.

It is marvelously easy to tear down—terrifically hard to build up—therefore, let us hold fast to that which is for our good—and let us practice, as well as preach our trade association slogan, "All for One—One for All." To be wise in season is to profit greatly.

WANTS IN COOPERAGE LINES

J. B. Moore, Belington, W. Va., is in the market for apple barrels and cider barrels.

Arthur H. Hill, Isle La Motte, Vt., is in the market for apple barrels.

R. G. Vance, Waynesboro, Va., is in the market for 3,000 to 4,000 apple barrels.

Henry Corwith, Saluda, N. C., is in the market for one carload of apple barrels.

Cook Orchard Co., Fayetteville, Ark., will be in the market later in season for apple barrels.

W. H. Darrow, Storrs, Conn., desires quotations on apple barrels. He will use 3,000 to 4,000 barrels for this year's crop.

Highland Orchards, Covesville, Va., will require 3,000 apple barrels this year. They are in the market for their supply.

Covesville Orchards, Inc., Box 149, University, Va., desire prices on apple barrel material sufficient to make 15,000 barrels.

Durham Fruit Growers, Ltd., W. J. Oke, manager, Box 417, Port Hope, Ontario, Canada, are in the market for one car of apple barrel staves.

Fasshandlung Klein Co., Duisburg, Rh. Germany, wants quotations on red oak tight barrel staves and circled heading. Quote prices to Klein, 350 East 84th St., New York City.

International Apple Shippers to Meet in Pittsburgh, August 14-17

The International Apple Shippers' Association will hold its 33d annual convention at the Wm. Penn Hotel, Pittsburgh, August 14-17. Hotel reservations received at this early date indicate a record attendance.

Registration will begin at noon, Monday, August 13th, according to R. G. Phillips, secretary of the association. The various subcommittees have been active for some time and nothing has been left undone that will help make this the greatest convention held by the association.

An excellent opportunity for wooden barrel trade extension work is always afforded by the Apple Shippers' Convention, and undoubtedly the barrel will be represented as in the past by an exhibit by The Associated Cooperage Industries of America.

Wedding Bells Ring Out for President Sigman's Daughter

An occasion of note in the cooperage industry was the marriage of Miss Frances Vivian Lewis Sigman, daughter of Mr. and Mrs. M. L. Sigman, and E. Glenn Cooper, Ensign, United States Navy.

The ceremony took place on June 6th at Vivian Manor, the home of the bride, at Monticello, Arkansas.

The JOURNAL and its staff extends all good wishes for the complete happiness and prosperity of Ensign Cooper and his bride.

Apple Crop for 1928 Will Far Exceed Yield of Last Year

Growers, Shippers and Packers Report Favorable Outlook for Coming Season—Production May Come Within Striking Distance of 1926 Banner Harvest — Government Statistics Show Condition of Crop as 72.2% for 1928 Compared With 78.3% for 1926

Judging from the reports that have come to the JOURNAL from apple growers, shippers and packers throughout the country regarding the 1928 apple crop, there is every reason to believe that the apple yield this season will more than live up to the predictions made earlier in the year, that the apple production would far exceed that of 1927 and come very close to the bumper crop of 1926.

With very few exceptions commercial apple producing sections will have good average crops this season. The bad weather which characterized the early months of 1927 and played such havoc with the apple yield was again present this year, but the damage done has been of only slight proportion in comparison.

The United States Department of Agriculture reports crop conditions on June 1, 1928, as being 72.2 per cent. of a full crop compared with 57.2 per cent. for 1927, and 68 per cent. for a ten-year average. These percentages, of course, are subject to change, according to the extent of the June drop, but it is believed that the revisions will not be great.

In southern Illinois the prospects are for a crop that will more than treble the output of last year, with the State as a whole looking forward to 58 per cent. of a full crop. In Indiana the outlook is for 65 per cent. of a crop compared with 49 per cent. for 1927, while in southern Ohio the apple harvest will be unusually heavy.

From Martinsburg, W. Va., comes the information that the crop in that section will be greater than last season with the probable use of from 700,000 to 750,000 barrels. The yield in Virginia last year was cut down to something like 1,500,000 barrels, but in 1928 it is fully expected that from 2,200,000 to 2,800,000 barrels will be the final production figures.

Maine, which stood high in apple production in 1927, is one of the few States to show a decrease for 1928, but advice from the State Department of Agriculture is that the season has not advanced far enough to make a definite statement as to what the final crop may be.

New Hampshire, Vermont, Massachusetts, Rhode Island and Connecticut all show material increases in apple crop prospects over the yield of 1927, various reports stating that in many sections, especially in Massachusetts, the crop will almost reach the heavy production of 1926.

The forecasts for the New York State crop are not definite as yet due to the backward weather conditions, nevertheless it is thought that the crop will be much larger than in 1927. The U. S. Department of Agriculture's report places the New York crop at 78 per cent. on June 1st, as against 72 per cent. for last year, but conditions in the orchards are much better this season, and the belief is that the final production figures will show a very material increase in the yield. Pennsylvania will have a good average crop of apples, even though it is an off-season for Yorks which are usually shipped in barrels. A statement from that State Department of Agriculture gives 400,000 barrels as the possible cooperage consumption for this year's crop.

Over the border, the Fruit Branch of the Canadian Department of Agriculture reports that, based on June 1st conditions, the apple crop prospects for the entire Dominion were never more favorable. The indications are that Ontario will produce a crop far in excess of the 1927 yield which amounted to 673,500 barrels, while the provinces of Quebec, New Brunswick and Nova Scotia will go much beyond the production figures for last season.

A reading of the following letters and briefs from the apple growing industry, as well as from State authorities and horticulturists, will give a composite idea of the extent of the 1928 apple crop, as well as a fair estimate of the volume of apple barrels and apple barrel stock that will be necessary to care for the season's apple harvest.

—

250,000 to 500,000 Barrels for Apple Crop of Quincy, Ill., Section

QUINCY, ILL., June 30, 1928.

Editor, THE JOURNAL:

While the apple crop in the Mid-West does not promise to be a record breaker or to be without precedent, still from all parts of this section there comes assurance of very profitable and satisfactory harvests. It will be recalled that the early outlook for the apple harvest in 1927 in this part of the West was very promising but unlooked for late frosts caused failures in most of the orchards.

The season opened auspiciously in the present year, as there was an absence of warm weather to develop early budding, and continuous cold weather prevented the trees from putting on their summer foliage until a time when it could be worn free from disaster.

Hence, the great majority of orchards are now well under way with every encouragement for profitable and satisfactory returns. Yet there are freaks in orchards, like everything else in existence. While the many orchards which were barren last year have now very satisfactory settings, it has been noted that some orchards bearing abundantly in 1927 will be barren in the present year.

This part of Illinois cannot be compared with numerous prolific bearing orchards in the southern part of the State, yet in all the years of normalcy, it requires from one-fourth to one-half million of barrels for packing the apples produced within a radius of 100 miles of Quincy, and such requirements are anticipated for the present year.

Aside from considering the great value financially in the prosperity of the country contributed by orchards at large, as there is always abundant evidence of the millions and millions of money sent circulating through all commercial courses, contributing on every hand to the general welfare of all classes of people, the high service of the apple in enhancing enjoyment of health cannot be too highly estimated.

Many of the general fatalities of life are easily traced to improper dieting. Take for instance that malignant form of fatality, the cancer, which claims its thousands upon thousands annually, its encroachments are too often caused by improper sustenance.

Within the past two or three years there has been organized and incorporated a national organization, "Apples for Health", requiring only a nominal fee for membership. While growers and dealers in the fruit may reap some direct benefits from such a society, yet a ready and strong support for such an organization should come from all classes of people, and as the growing of apples is looked upon as a science, all orchard men should be always on the alert, ever striving to avoid failures, and in their efforts of producing the best quality of the national health giving fruit.

Very truly yours,

JAMES HANDLY,
Founder of National Apple Day.

Indiana Apple Crop Will be 55% of 1926 Yield—Substitutes for the Barrel Are Active

LAFAYETTE, IND., June 28, 1928.

Editor, THE JOURNAL:

The Indiana apple crop looks now as if it will be about 55 per cent. of the 1926 crop. There is a heavy crop of early apples and a good set of Jonathan and Grimes Golden but Winesap, Stayman and Delicious are rather light.

Weather conditions have been somewhat unfavorable due to excessive rain but most

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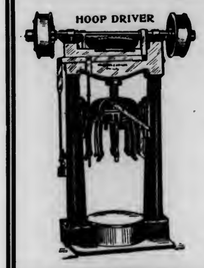

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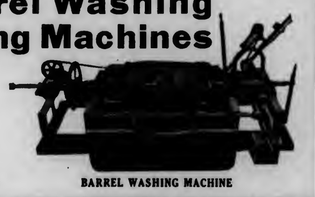
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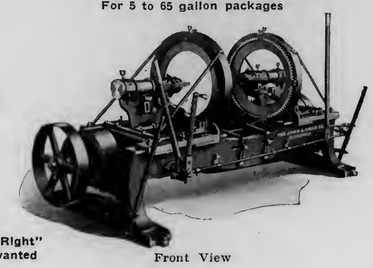

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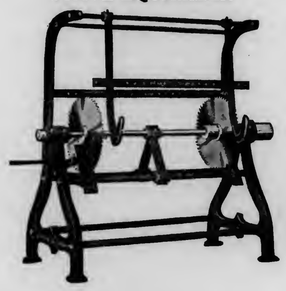

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of the fruit has been kept relatively free from scab.

I hesitate to make predictions as to the number of barrels that will be used for packing the 1928 apple crop. The trade in Indiana is swinging more to baskets in late years than ever before and probably not over fifteen to twenty per cent. will be packed in barrels.

Sincerely yours,
DOYLE ZARING, *Secretary*,
Indiana Horticultural Society.

Apple Crop Conditions as Reported by U. S. Department of Agriculture

The following table shows the condition of the apple crop in each State on June 1st, the condition on the same date in 1927 and the ten-year average condition on June 1st:

State—	10-Yr. Aver. %	1927 %	1928 %
Maine	83	90	79
New Hampshire	83	86	92
Vermont	86	86	93
Massachusetts	83	78	95
Rhode Island	81	75	91
Connecticut	82	72	89
New York	78	72	78
New Jersey	73	68	75
Pennsylvania	70	63	72
Ohio	65	56	61
Indiana	60	49	65
Illinois	63	51	58
Michigan	74	76	65
Wisconsin	82	82	85
Minnesota	78	85	86
Iowa	72	78	71
Missouri	58	44	45
South Dakota	73	87	82
Nebraska	62	77	36
Kansas	58	66	38
Delaware	63	55	67
Maryland	60	54	63
Virginia	50	30	61
West Virginia	50	31	64
North Carolina	56	30	70
South Carolina	63	44	62
Georgia	63	32	65
Kentucky	54	26	72
Tennessee	53	33	68
Alabama	60	34	62
Mississippi	61	45	61
Arkansas	56	29	54
Louisiana	61	38	53
Oklahoma	56	46	35
Texas	60	35	40
Montana	81	90	90
Idaho	76	81	80
Wyoming	86	75	89
Colorado	80	72	81
New Mexico	65	38	40
Arizona	64	55	60
Utah	86	83	86
Nevada	71	55	75
Washington	81	64	85
Oregon	80	67	80
California	72	58	89
United States	68.0	57.2	72.2

There is Need for the Bushel Barrel in Pennsylvania—Good Average Apple Crop in Prospect

HARRISBURG, PA.
June 22, 1928.

Editor, THE JOURNAL:

I am pleased to give you an estimate of the Pennsylvania apple crop for this season and an approximation of the number of barrels which will be used.

From the best information available there will be a little more than an average crop of apples in the State during 1928. It is an off-year for Yorks (the main variety in the commercial section) but Stayman, Jonathan, Black Twig, Grimes and some other varieties are set heavier. As you know, Stayman, Jonathan, Grimes and similar varieties are packed largely in bushels and less in barrels. Yorks and similar varieties are more of a barrel apple but the trend in the State is toward smaller packages than the barrel, and each year sees a larger proportion of the entire Pennsylvania crop packed in various types of bushel containers.

The average carlot shipments of apples during the past five years from Pennsylvania points has been slightly in excess of 3,000 cars. Practically all the apples packed in barrels in the State are shipped in carlots, whereas many of the other packages are trucked to markets. Estimating that there will be somewhat in the neighborhood of 3,000 cars shipped this year and that 2,000 of these will be loaded with barreled apples, you reach the figure of 350,000 barrels. If there would be 50,000 barrels used for apples not figuring in carlot movement (this is merely a guess) there will be about 400,000 barrels used in all.

Yours very truly,
D. M. JAMES,
Bureau of Vegetable Marketing,
Department of Agriculture.

New York State Apple Crop Will Approximate 78% for 1928

LE ROY, N. Y.,
June 23, 1928.

Editor, THE JOURNAL:

From all that I can learn our crop in New York State will be considerably heavier than in 1927, but much lighter than in 1926. Baldwins blossomed rather light but are setting well. Greenings blossomed very heavy but are setting rather light in some sections. All other varieties are setting fairly good.

The enclosed sheet from our State statistician reports conditions at 78 per cent. for 1928 against 72 per cent. in 1927 or a ten year average of 78 per cent.

Our society is just sending out our questionnaire for the July 1st estimate.

Very sincerely,
ROY P. MCPHERSON, *Secretary*,
New York State Horticultural Society.

25% Increase in Apple Barrel Demand This Year in Western New York

ROCHESTER, N. Y., June 26, 1928.

Editor, THE JOURNAL:

It is too early to make any definite forecasts regarding the western New York apple crop. Practically all varieties with the exception of Baldwins blossomed heavily. Early varieties such as Duchess and Wealthy have set heavily. Of the mid-season varieties, King generally carries a full crop. Twenty Ounce has set lightly and the same is true of McIntosh. Greenings generally have not set heavily and are continuing to decrease; the same being true of Northern Spy.

Baldwins which constitute about 45 per cent. of the apple acreage in western New York had about one-third of the bearing surface in blossom this year. The set on trees and branches that did blossom is generally good. Taking the western New York section as a whole for all varieties of apples, it should have 25 per cent. to 35 per cent. more fruit than in 1927 according to present indications. These figures may be materially altered by the so-called June drop which usually comes during July.

In regard to your question as to number of barrels that are likely to be used this year; I shall not try to answer this question for any answer which I would hazard would be only a guess.

There seems to be a slight tendency in western New York to increase the use of bushel baskets; especially of the tub type. However, there will probably be a demand for at least 25 per cent. more barrels in this territory than were used last year.

Very truly yours,
R. W. REES, *President*,
American Pomological Society.

1928 Apple Production Will Be Larger Than Last Year

MARTINSBURG, W. VA., June 20, 1928.

Editor, THE JOURNAL:

The bloom throughout the entire Eastern Panhandle of West Virginia indicated a large crop, but due to severe weather in April before the trees bloomed, fruit did not set in proportion to the bloom. So far the June drop has been heavy and according to a survey by experienced orchard men, indications for this season are for a production slightly larger than last year, but not anything like the large production of 1926.

A careful check on car loading from this section last season showed approximately 900,000 barrels or its equivalent being shipped as commercial production. While baskets are being used more and more through here, barrels are principally used and we estimate there will be used approximately 700,000 to 750,000 barrels this season.

Yours very truly,
ROTHWELL-GATRELL CO.,
R. W. Hollis

Virginia Apple Crop Will Total Approximately 2,800,000 Barrels

RICHMOND, VA., June 22, 1928.

Editor, THE JOURNAL:

Our June fruit report, which follows, gives the latest information we have concerning apple production in Virginia. It is still rather early to make a definite forecast of production, so our figure of twelve to fifteen thousand cars is probably as accurate as can be made. Expressed in barrels, this would mean a crop of 2,200,000 and 2,800,000 barrels, compared with last year's crop of 1,500,000 barrels and in 1926 3,700,000 barrels.

Very truly yours,
HENRY M. TAYLOR,
Agricultural Statistician,
U. S. Department of Agriculture.

—

Virginia Commercial Fruit Report: 1928 Shipments Will Reach 15,000 Cars

Fruit production in Virginia this season promises to be considerably larger than last year and will probably be above the average for the past ten years, according to the June report of the Virginia Crop Reporting Service. The season is later than usual and it is difficult to estimate the apple crop accurately at this time so no definite forecast of production can be made. The condition of fruit is quite irregular in individual orchards as well as in various sections. Some trees in the same orchard have a good set of fruit, while others are light, and some orchards have good crops while in the same section others have very little or no fruit. The frost and freeze of April 16th and 17th damaged all fruit and cold weather since then may have caused further injury.

The commercial apple crop is reported to be 57 per cent. of a full crop, compared with the final production of 29 per cent. last year and 74 per cent. in 1926. Shipments last season amounted to approximately 8,800 cars, and for the 1926 crop to nearly 19,000 cars. It seems probable that shipments this year will be between twelve and fifteen thousand cars. When this report was made the full extent of the "June drop" could not be estimated, but many growers were expecting a heavy drop, especially for winesaps. The quality of apples appears to be unusually good, as orchards have been well cared for and very little scab and aphis injury has occurred. In most sections the trees appear healthy and vigorous and apples are growing well.

Apple prospects are much more uniform in the various districts than last year. The percentage of a full crop by districts compared with last year is as follows: North Valley, 59 per cent. and 33 per cent. last year; South Valley, 49 and 11; North Piedmont, 66 and 29; Piedmont, 63 and 39; Roanoke, 57 and 18; Patrick, 40 and 12; and Southwest, 34 and 4.

The outlook for the various varieties differs considerably. The York Imperial, which is the most important variety produced, had an irregular bloom and the set of fruit was light. Winesaps, which is the second most important variety, had a fair bloom and the fruit set well, but recently has been dropping heavily. In the orchards of our correspondents the percentage of a full crop by varieties as compared with last year is as follows: Yorks, 43 per cent. and 28 per cent. last year; Winesaps, 53 and 34; Ben Davis, 59 and 20; Grimes Golden, 52 and 28; Jonathan, 67 and 40; Bonum, 66 and 33; early summer varieties, 55 and 25; and late summer varieties, 58 and 31; Stayman, 59 and 19; Pippins, 62 and 27; Black Twig, 47 and 16 and Delicious, 54 and 20.

Apple prospects throughout the United States appear to be considerably better than last year, but as trees were in bloom on June 1st in the Northern section it is too early to forecast the actual production. The June 1st condition was reported to be 72 per cent., compared with 57 per cent. on June 1st last year and 78 per cent. on June 1st, 1926, and a ten year average of 68 per cent. Prospects seem to be fairly good in all the commercial States, except in portions of Missouri and Arkansas.

Commercial Apple Crop of Missouri Will Show a Substantial Increase

COLUMBIA, MO., June 22, 1928.

Editor, THE JOURNAL:

The prospect in Missouri is for an apple crop somewhat larger than that of 1927. The commercial movement will probably be considerably larger.

The Ozark section, which in 1927 had a very short crop indeed, expects something like a half crop of apples. The territory along the Missouri River from Kansas City east will probably produce a good many more apples than were shipped out last year. The northern and northwestern sections of the State, which showed the largest production in 1927, will probably show some decline this year. For the State as a whole the car lot shipment of less than 750 cars for the 1927 crop will probably be increased one-third for 1928. Most of these apples are shipped in barrels.

Very truly yours,
PATTERSON BAIN, JR., *Secretary*,
Missouri State Horticultural Society.

Amherst, Mass., Section Will Have Apple Crop of About 18,000 Barrels

AMHERST, MASS., June 26, 1928.

Editor, THE JOURNAL:

As to the size of the apple crop in this region I estimate, very roughly, for Amherst and immediate vicinity about 18,000 barrels. As much of the crop is sold locally in second hand barrels or baskets probably no more than 5,000 new barrels will be used.

Very truly yours,
MEADOWCLARE ORCHARDS,
Alfred U. Hulst.

200,000 Barrels is the Estimated Cooperage Requirement for Missouri Apples

COLUMBIA, MO., June 22, 1928.

Editor, THE JOURNAL:

From the June condition of apples at 45 per cent. normal, I would now estimate the commercial shipment at 1,000 cars as compared with about 720 for the 1927 crop. The condition is now about the same as last year, although the crop is quite well distributed throughout all of the commercial apple sections. Last year the crop was confined for shipment almost wholly to counties along the Missouri River in the central section, and the heaviest crop was around St. Joseph. This year the St. Joseph section does not have as good a crop as last year considering all varieties, but southwest Missouri has something near half a crop as now reported. I would say that probably 200,000 barrels would take care of the commercial movement. More apples are moved in baskets now than formerly, and it is expected that this method of handling will increase.

Very truly yours,
E. A. LOGAN,
Agricultural Statistician,
U. S. Department of Agriculture.

Sixty-five Per Cent. of a Crop is the Estimate for Michigan

LANSING, MICHIGAN, June 21, 1928.

Editor, THE JOURNAL:

Because of the backward season, the initial report on fruits is too early to accurately determine the outlook. Trees in the northern half of the State were just in bloom at the time of the report, hence it was impossible to tell what the set will be. Many are also predicting a heavy June drop which would materially alter the situation.

Some varieties of winter apples, especially Baldwins, had a very light bloom and set, and the prospects for winter apples are not as good as many had expected. Early apples are much more promising. The condition of all is placed at 65 per cent., 11 per cent. under one year ago and nine per cent. below the ten-year average.

A production estimate is not available. The first production estimate will be made as of July 1st and will be published on July 10th.

Last week I was in the northwestern fruit section of the State. This, of course, is less important apple territory; however, I found the conditions there to be similar to those expected. The bloom was very good on most varieties excepting Baldwins. In this northern section it is extremely difficult to determine the set on the winter apples. The earlier varieties, such as the Duchess, show good prospects, pending the usual drop which is later than ordinary.

Very truly yours,
OSCAR A. DAY,
Ass't Agricultural Statistician,
Coöperative Crop Reporting Service.

1928 Apple Yield Three to Four Times Greater Than in 1927

FLORA, ILLINOIS, June 21, 1928.

Editor, THE JOURNAL:

At the present time the apple crop in the southern half of Illinois promises very good —at least half of a full crop or three to four times the amount of last year.

It is pretty hard to say how many barrels will be used. All the summer apples will be packed in baskets and it looks like most of the Grimes and Jonathan will also go out in baskets.

We have two orchards that run fairly heavy to Ben Davis and Ganos, and our plans are to put those in barrels, and think this should be the policy of most of the growers, using barrels for such stock as is expected to be held for storage and baskets for the summer and fall varieties or any other varieties that are going into current market. We will use from 9,000 to 10,000 barrels.

Here in Clay County and the adjoining county—Richland,—just as a guess would say there might possibly be forty-five to fifty thousand barrels of apples put up in the barrel. The balance will go into bulk and baskets.

This estimate will be reduced materially if there is a depreciation in quality, because it would mean there would be more go out in bulk.

Yours very truly,
F. H. SIMPSON, *President*,
F. H. Simpson Company.

Early Apple Crop in Southern Ohio Will be Unusually Heavy

COLUMBUS, OHIO, June 23, 1928.

Editor, THE JOURNAL:

I have just returned from Southern Ohio visiting some of the fruit sections. We cannot give a report that is very accurate as yet, especially for the northern part of the State. However, I will give you the best report I can at this time.

The early crop throughout southern Ohio is unusually heavy. The late crop in that part of the State varies with different orchards and different varieties. Orchards which were fertilized and sprayed as well as pruned in 1927 have from a 50 per cent. setting to a full crop. The Stayman dropped badly, but in some well-cared-for orchards there will not be a very heavy crop. The same may be said of Delicious, Grimes and Jonathans all of which should have a fairly good crop throughout southern Ohio. The Rome which is the chief variety for that section is heavy in some orchards while light in others. Orchards which received no care to speak of during 1927 when the crop was killed by frost will have practically no apples this year. In northern Ohio, the Baldwins bloomed very lightly. Other varieties promise a better crop as a whole, but here, too, there is a good deal of variation. The poorly-cared-for orchards will not produce very much fruit. It is reported that in the central part of the State, the drop was so heavy that a small percentage of the apples remained on the trees.

The condition of the fruit is very good in most orchards. Very little scab has developed except on a few varieties and in a comparatively small number of orchards. The aphis injury this year is very limited.

One of the lessons which will be learned by many Ohio growers as a result of last year's neglect of some orchards is that it does not pay to let orchards go by default even when there is no crop in sight. The effect of good care on the preceding crop is very evident in many orchards this season.

Yours very truly,
C. W. WAID, *Chief*,
Fruit & Vegetable Standardization,
Ohio Horticultural Council.

Too Early to Predict Size of Vermont Apple Crop

BURLINGTON, VT., June 29, 1928.

Editor, THE JOURNAL:

This office has no special information about the size of the forecasted crop for 1928 in Vermont. The bloom was heavy. The set has been a little uncertain owing to abundance of bad weather and it is too early yet because we have not had the June drop. Every indication, however, is that there will be less of the McIntosh than last year, more of the Spies and probably a fair crop of Wealthy, Greening, Baldwin, Tolman varieties.

Inasmuch as McIntosh makes up about one-half of the crop of the State I should think there would be two-thirds of our 300,000 barrels of last year.

Very truly yours,
M. B. CUMMINGS,
Professor of Horticulture,
University of Vermont.

25,000 to 40,000 Apple Barrels Will Be Required in Delaware

DOVER, DELAWARE, June 21, 1928.

Editor, THE JOURNAL:

Following is a circular letter which was gotten out yesterday, and covers apple conditions in this State.

The bushel basket is used considerably more than the barrel for putting up apples in this State. I imagine that perhaps 25,000 to 40,000 barrels will be used.

Yours very truly,
W. T. DERICKSON, *Director*,
Bureau of Markets,
State Board of Agriculture.

—

Delaware Apple Crop 10% to 12% Greater Than Last Year

From present indications, apples will begin to move in carloads soon after the Fourth of July; however, many growers and shippers do not expect to begin shipping in quantity until the week of July 9th. Considering both early and late varieties, it is estimated that the crop will be 10 to 12 per cent. greater than last year.

Shipments of early apples will probably not exceed last year, and many growers feel that they will be lighter. Size, color, and quality should be excellent. One thousand three hundred fifty-five cars of apples were shipped by rail from Delaware during 1927, and a 10 per cent. increase indicates a total shipment of approximately 1,500 cars this year. The total shipments during 1926 were over 2,000 cars.

Apples Shipped in Bushel Tubs

ITHACA, N. Y., June 22, 1928.

Editor, THE JOURNAL:

This particular location is not an intensive fruit growing section. In our College orchard the crop will be somewhat as follows from present indications:

Baldwins 50%
McIntosh 15%
Northern Spy 50%
Wealthy 75%

Other varieties ranging from 35% to 75%. For the fruit sections of the State it is somewhat early to give any very definite information of what the crops may be. Baldwin will probably be not more than 50% with McIntosh probably no more than 35%. Other varieties will range from 35% to 75%. In this particular section the fruit is packed in bushel tubs.

Very truly yours,
GILBERT W. PECK,
Extension Professor of Pomology,
Cornell University.

Practically All Apples Shipped in Baskets

WORTHINGTON, OHIO, June 21, 1928.

Editor, THE JOURNAL:

With regard to prospects for an apple crop in this section, the crop at this time promises nothing better than 60 per cent. of a normal yield. Scab and other fungus diseases will be prevalent.

As regards the use of the wooden barrel practically all the apples in this section are marketed locally in baskets.

Yours very truly,
FRAME BROWN,
The Brown Fruit Farm.

Substitutes for Wooden Barrel Are Very Busy in Massachusetts

GLEASONDALE, MASS., June 20, 1928.

Editor, THE JOURNAL:

The crop of early fall apples such as Yellow Transparent, Astrachan, Williams will be about 100 per cent. of the average crop, Gravenstein 80 per cent., Wealthy 110 per cent., McIntosh 50 per cent., Baldwin 100 per cent. Practically all trees bloomed this year with an indifferent set of fruit on trees that bore last year.

Apple scab is very plentiful.

Curculio have done at least the average amount of damage.

Few barrels used here, standard and Boston boxes take 90 per cent. of the apples.

Very truly yours,
HAROLD A. PRIEST.

Iowa Apple Crop Will Approximate 75,000 Barrels

DES MOINES, IOWA, June 21, 1928.

Editor, THE JOURNAL:

With regard to the apple crop estimate in this State, it is my guess that we will not have more than from 50 per cent. to 60 per cent. of an apple crop in this State. We had warm weather in March and 12 to 15 degrees above zero weather in April. Many trees bloomed heavily but did not set fruit on account of the April freezes. I understand that in 1927 we shipped over the railroad 77 cars of apples. It is our opinion that this year our commercial crop will be from 70,000 to 75,000 barrels; however, at least half of this amount is sold in packages other than barrels. It would be my guess that Iowa will use from 30,000 to 35,000 barrels this year. Many of our growers sell much of their crop at the orchard either in baskets or other containers which are retained by the orchardist, the fruit being emptied into automobiles. As secretary of the Iowa Fruit Growers' Association I find that our sale of barrels has been on the decrease during the last few years. I wish I could answer your letter with a more degree of accuracy but it is impossible for me to do so.

We would be pleased if you would mention in the NATIONAL COOPERS' JOURNAL the Seventh Mid-West Horticultural Exposition which will be held in Memorial Building at Cedar Rapids, Iowa, November 14th to 17th, 1928. This Exposition covers the seventeen Middle Western States and includes exhibits of fruit, flowers, vegetables, edible nuts, honey, home canned products and educational exhibits and demonstrations.

Very truly yours,
R. S. HERRICK,
Secretary-Treasurer,
Iowa State Horticultural Society.

Apple Crop Will Almost Reach High Yield of 1926

AMHERST, MASS., June 21, 1928.

Editor, THE JOURNAL:

We have a heavy set on Baldwin and McIntosh, and I believe that is general in all parts of New England, except Maine, where, I understand, all varieties are rather light. McIntosh in our orchards and in southern New England generally varies from a light set to a full crop. As usual, some of the light sets on McIntosh will work into full crops when the apples reach full size. McIntosh usually is reported a light crop in June.

I have no idea how many barrels are used in New England, but should expect the demand to be greater than last year and somewhat less than in 1926.

Very truly yours,
R. A. VAN METER,
Professor of Pomology,
Massachusetts Agricultural College.

Too Early to Estimate Maine Apple Crop

AUGUSTA, MAINE, June 22, 1928.

Editor, THE JOURNAL:

It is impossible for us to make any estimate of the apple crop at this time, as the blossoms came out about ten days late and we are having unfavorable weather so that we will naturally have a heavy June drop. The varieties that are showing up best are the McIntosh, Wealthy, Gravenstein, Rhode Island Greening and Northern Spy. Baldwin blossoms were light to medium. I will refer you to the government report which will give you approximately the annual crop and this year's crop will be a little under the average.

Very truly yours,
G. A. YEATON,
State Horticulturist.

Baskets Displacing Barrels in Massachusetts

ASHFIELD, MASS., June 20, 1928.

Editor, THE JOURNAL:

The prospects in this section are for a normal crop of Baldwins, a light crop of McIntosh, and crops of other varieties somewhat below normal.

These conditions are due to a backward season and continuous rainy weather. There may be some improvement as the season advances.

Possibly 25,000 to 30,000 barrels will be used in this locality for shipment of the apple crop, but each year sees an increase in the number of baskets employed.

Very truly yours,
ABBOTT L. HOWES & SON.

Canadian Fruit Crop Prospects Are Very Bright

The Fruit Branch of the Canadian Department of Agriculture reports that according to June 1st conditions, which are based entirely on blossom prospects, were never more promising for a good crop of fruit in the fruit producing provinces from the Pacific to the Atlantic. Without exception, all kinds of fruit are showing a heavy blossom. As the amount of bloom is little or no indication of the eventual yield, except that a big crop could not be expected from a small showing of blossom, there will be no attempt to estimate yields until the results of the June drop are known. British Columbia, which is more advanced than any of the other provinces, is very hopeful for a good crop of apples, peaches, cherries, plums and small fruits, while strawberries, which are now moving to market, are practically assured of an increased crop over 1927. In the Eastern Provinces, weather conditions have been cool and wet during the blossom period, and it is feared that in all probability the yield will not be as heavy as might be expected.

Outlook for Ontario Apple Crop

Weather conditions throughout the Province of Ontario have not been the most favorable during the blossom period for fruit setting. Prolonged cool, wet weather has generally prevailed. However, there has been a good showing of bloom in all districts, and unless something unforeseen happens, a set of fruit that should produce a larger yield than last year's crop of 673,500 barrels is expected. All districts in western Ontario report having heavy blossom, which according to locality has extended from May 9th to June 4th. The final estimate for 1927 is 391,300 barrels, and it is expected that this year's crop will exceed it by 25 per cent., should there be an average set. Growing conditions are particularly backward in eastern Ontario, with the result the trees were just coming into full bloom around June 4th. There are excellent blossom prospects, and varieties such as Spy and McIntosh, which were heavy last year, appear to be repeating this year. A slightly heavier yield is expected as compared with 1927, which amounted to 282,000 barrels.

Apple Crop Conditions Favorable in Quebec

In this province the present outlook for an apple crop is very good, according to blossom indications. Weather conditions have not been favorable so far during the blossom period, and warm sunny days are needed to obtain a good set of fruit. Should there be a normal set, the crop should be about 150 per cent. of last year, which amounted to 104,600 barrels. Practically every orchard in the principal commercial districts has a uniform display of bloom, with the result that all varieties have an equal start for yield. McIntosh and Fameuse look exceptionally promising.

Heavy Apple Blossom in New Brunswick

The New Brunswick Department of Agriculture reports a heavy apple blossom of most varieties in the St. John River Valley, where conditions have been generally fair throughout the blossoming period. Last year the crop was light, amounting to 28,000 barrels as compared with a five year average of 30,000 barrels. Trees have wintered well except in a few isolated places on southern slopes, where slight winter injury is reported, owing to lack of sufficient snow protection.

Nova Scotia Looks for an Apple Crop in Excess of 1,000,000 Barrels

Apple trees in Nova Scotia are just coming into full bloom (June 1st) in the majority of districts. According to locality, it is expected that the blossom period will extend from May 28th to June 10th. A careful survey of the orchards throughout the Annapolis Valley reveals that the trees have come through the winter generally free from injury and are in a healthy condition. Further, there is every indication of sufficient bloom for a good crop of fruit, but the cool, wet weather that has been experienced might change conditions. On the other hand, a few warm sunny days would assure a good set and a conservative estimate is for a 10 per cent. increase over last year's commercial crop of 925,000 barrels. It will be remembered that approximately 150,000 barrels were destroyed in the storm of August, 1927. Bloom indications are for a heavy crop of Gravensteins and Ben Davis, medium to heavy for G. Russet, Spy, Nonpareil and Ribston, while other varieties are from light to medium.

Apple Crop Prospects Briefly Told

COOK ORCHARD CO., FAYETTEVILLE, ARK., reports one-third of an apple crop for the Fayetteville section, but a two-third crop for their orchards. The Cook Orchard Company use boxes, but will use some barrels this season. They will be in the market later for their barrel supply.

W. H. DARROW, STORRS, CONN., states that this season's apple prospects are good. He will require from 3,000 to 4,000 barrels for his crop this year. Mr. Darrow is in the market for his barrel requirements.

THE LAUREL COMPANY, LAUREL, IND., advises that apple crop prospects are excellent, with expectations of an 80 per cent. yield. This firm use about 5,000 barrels, but have already purchased their supply.

L. R. BRYANT AND CO., PRINCETON., ILL., say it is somewhat early to make an adequate estimate of the apple crop, but they look for a crop that will total 40 per cent. of a normal crop at least. They give no information as to the number of barrels required, but advise that the wooden box has displaced the barrel to a great extent in their vicinity.

F. S. HAYDEN, WYOMING, N. Y., looks for an apple crop this season that will reach 60 per cent., although the set is not as good as expected. He uses 3,000 barrels for shipping his yield, which he buys from local coopers.

JACK GARST, BOONE MILL, VA., reports a 20,000-barrel apple crop for his locality. Mr. Garst's requirements are 1,500 barrels which are purchased from local sources.

HILLCREST ORCHARDS, SPRINGDALE, ARK., make no report as to apple crop prospects, but do state they will require from 4,000 to 5,000 barrels for this season's crop. Their stock of barrels is already on hand.

J. P. GRASTY, COLEMAN FALLS, VA., advises that a normal crop is expected this season with the yield larger than in 1927. Mr. Grasty says he will most likely pack his apples this year in boxes or baskets—not barrels. Wooden Barrel Trade Extension is needed in this instance.

A. C. FREEBORN, PROCTOR, VT., states that it is rather early to give any definite information as to the apple crop. He does state, however, that he will not use any barrels.

H. M. DUNLAP, SAVOY, ILL., reports that his section will have a fair apple crop this year—about 50 per cent. of the full crop. Mr. Dunlap will use approximately 50 per cent. more barrels this year than he did last season. He purchases his cooperage stock in carloads, and manufactures his own barrels.

J. B. MOORE, BELINGTON, W. VA., looks for a one-third apple crop this year. He will use 400 apple barrels, and is in the market for his supply, as well as for cider barrels.

HENRY P. CORWITH, SALUDA, N. C., estimates the 1928 apple crop in his section as 50 per cent of a full crop. He will use one carload of apple barrels this year, and has not yet purchased his supply.

ARTHUR H. HILL, ISLE LA MOTTE, VT., gives no information as to the apple crop prospects in his locality, but does say that he will use 1,000 apple barrels, for which he is in the market.

HIGHLAND ORCHARDS, INC., COVESVILLE, VA., state that the apple crop in their section will approximate 75,000 barrels. They will require 3,000 barrels for the apple yield of their orchard, and are in the market for their requirements.

R. G. VANCE, WAYNESBORO, VA., reports that there will be a fine crop of all varieties, except possibly Yorks. Mr. Vance will require 3,000 to 4,000 apple barrels for this season's crop, provided he does not decide upon baskets as the container for his shipments. He desires quotations on apple barrels.

COVESVILLE ORCHARDS, INC., BOX 149, UNIVERSITY, VA., report a 75 per cent. apple crop in their vicinity. They are in the market for staves, hoops and heading sufficient to manufacture 15,000 apple barrels.

E. O. WORTH, MONDAMIN, IOWA, does not look for an apple crop larger than 15 per cent. of normal, due to a cold spell after the trees had bloomed. However, Mr. Worth will use two carloads of apple barrels this season, which he purchases from nearby coopers.

GEO. E. COE COMPANY, SPRINGFIELD, ILL., tell us that the prospects for the apple crop in their section are good, but that there are no commercial orchards in the Springfield, Illinois, locality.

J. E. ABELL, IVY DEPOT, VIRGINIA, expects a very good apple crop for 1928. He will use approximately 20,000 barrels, which are made in his own shop. At present, however, Mr. Abell is not in the market for cooperage stock.

J. W. JOHNSON, ALDERSON, W. VA., advises that there will be a fair yield of apples in his locality, and that he will use from 5,000 to 10,000 barrels, which are purchased in Staunton, Va.

HICKORY HILL ORCHARDS, TREVLAC, INDIANA, does not look for very much of a crop this year due to backward weather conditions. The Hickory Hill Orchards have already contracted for their barrel supplies.

C. P. WAUGH & SONS, WELLSBURG, W. VA., advise that unfortunately they will have the poorest crop in their orchard in the last twenty years. They further advise that they use very few barrels, shipping mostly in baskets and paper bags.

W. L. MINICK, P. O. BOX 148, WAYNESBORO, PA., looks for an apple crop that can be called from fair to good. Mr. Minick will use from 35,000 to 40,000 barrels this season, which he purchases from nearby sources.

C. W. KEYSER, LINDEN, VA., looks for a fairly good apple crop for 1928. Mr. Keyser will use from 3,000 to 4,000 apple barrels, which he manufactures. He is not in the market for stock at present.

J. E. HASBROUCK CO., INC., MODENA, NEW YORK, report a 40 per cent. apple crop this year. They will use 10,000 apple barrels, and give no information as to whether or not these barrels have been purchased.

J. H. BROWN, HENDERSONVILLE, N. C., looks for a crop of apples this season that will not exceed 30 per cent. Mr. Brown uses no barrels whatever, packing his apples in bushel boxes and baskets.

F. H. FERGUSON & SON, APPLETON, N. Y., considers it too early to make a reliable estimate as to the apple yield for 1928. This concern manufactures its own barrels, and will, undoubtedly, be in the market for stock later.

A. L. SNAVELY, CROCKETT, VA., looks for 50 per cent. apple crop this year. He will use about 600 barrels for his output, which he purchases locally.

J. E. HOFFMAN CO., INC., ROANOKE, VA., advise that the apple crop in the Roanoke section will be fair. They will use 3,000 apple barrels, which they buy from local coopers.

WEINBERG BROS., GALESBURG, ILL., report a good apple crop in prospect for Clinton County. However, they tell us that they will use no more barrels, using the E-Z Pack bushel basket for their shipment. They will require 30,000 baskets for their output.

R. S. GRAVES & BRO., SYRIA, VA., advise that 50 per cent. of an apple crop is the prospect for their locality. They will use 2,000 barrels, which they manufacture.

FULTON ORCHARDS, CHERRY RUN, W. VA., estimate the apple crop in the Cherry Run section as 50 per cent. of a full crop. The Fulton Orchards will require 500 apple barrels this year, which are purchased locally.

C. A. HADEN, CROZET, VA., expects a good apple crop this year. He will require 1,500 barrels, which he secures from local factories.

MCCUE & SON, GREENWOOD, ALBEMARLE COUNTY, VA., says that 65 per cent. of a crop is the indication for 1928. This firm will require 4,500 barrels, and 4,500 baskets in the shipping of their production.

LILLY ORCHARD FRUIT CO., NORMAL, ILLINOIS, believe that 40 per cent. of an apple crop will approximate this year's yield. They have some barrels left over from last season, and are not in the market at the present time. This company also uses baskets.

J. L. SEHON, HUNTINGTON, W. VA., reports that prospects this year are for a good apple crop. Mr. Sehon will require 30,000 apple barrels this season, which are purchased from various barrel making concerns. He has already contracted for about all the barrels he will need this year.

CLARK ALLIS, MEDINA, NEW YORK, looks for a 50 per cent. apple crop for 1928. Mr. Allis will use 1,000 apple barrels, and 3,000 bushel tubs for his shipments. These packages are purchased through a co-operative association.

L. B. YAPLE, CHILLICOTHE, OHIO, advises that conditions are good for the 1928 apple crop. Mr. Yaple will require 3,500 barrels this year, which have already been purchased.

UNION APPLE CO., WAYNESBORO, VA., estimates the 1928 apple yield at 60 per cent. of a full crop. The Union Apple Co. will use 15,000 barrels this season, which are purchased in Staunton, Va.

C. T. O'NEILL, CHARLOTTESVILLE, VA., considers the apple crop excellent this year, and of very good quality. Mr. O'Neill looks for 70 per cent. of a crop, and will require from 1,000 to 3,000 apple barrels. He is not in the market at present for apple barrels, but may be later.

JOHN H. HEARD & CO., INC., LYNCHBURG, VA., report prospects good in their section for the 1928 apple crop. They will use 6,000 apple barrels, which are purchased locally.

H. L. & W. F. ALEXANDER, CHARLESTOWN, W. VA., state that the apple crop this year will be 20 per cent. better than 1927. They will require 2,500 apple barrels for their yield, which packages are purchased locally.

M. M. ORNDORFF, STRASBURG, VA., does not say just what the apple crop prospects are this season, but he will use approximately 1,500 apple barrels, which are made in his own shop.

FRED CARLTON, WYOMING, N. Y., expects an apple crop in his vicinity of from 50 per cent. to 60 per cent. of a full crop. Mr. Carlton is an apple barrel cooper, and expects to make 20,000 apple barrels this season. He has already purchased his stock requirements.

CHAS. L. SMITH, CLEAR SPRING, MD., advises that the apple crop for this season will be 25 per cent. compared with the bumper crop of 1926, and about 50 per cent. compared with 1927. Mr. Smith does not give any information as to his use of barrels.

H. L. BENHAM, CHILHOWIE, VA., looks for a 33 per cent. apple crop for 1928. Mr. Benham further advises that he will use no barrels, as all his shipments are made in boxes and baskets.

D. C. ACKER, BROADWAY, VA., reports that the apple crop in his section will reach 80 per cent. Mr. Acker will use approximately 300 barrels for his shipments.

WM. J. ANDERSON & SON, SHOREHAM, VT., do not expect a bumper crop this year, as prospects at present point to a light yield. They will use 1,000 apple barrels, which are purchased from local sources.

RIVERSIDE ORCHARDS, MCBAIN, MO., estimates the 1928 apple production at 50 per cent. of a full crop or 60 per cent. of the 1926 crop. They have not decided as yet with regard to shipping containers, whether to use baskets or barrels. Here is an opportunity, Mr. Cooperage Man, to help the above company to decide in favor of barrels.

L. W. CUSHMAN, WEBB CITY, MO., reports his crop will total about 15,000 bushels. Mr. Cushman sells 50 per cent. of his apple yield direct to the consumer using western boxes as shipping packages. However, he says he may use some barrels this season.

C. C. CHIPMAN, LEES SUMMIT, MO., writes that a good average crop is looked for in his locality. Mr. Chipman employs baskets instead of barrels as shipping containers.

ROCKINGHAM APPLE GROWERS, HARRISONBURG, VA., says the 1928 apple yield will be from fair to good. They will require 8,000 to 10,000 barrels for this season's crop, which packages have already been purchased.

WM. B. ALWOOD, GREENWOOD, VA., reports a 75 per cent. apple crop for his section. He will use 10,000 barrels this year and has already covered his barrel requirements.

A. H. DOERMANN, HOFFLIN, MO., looks for an apple crop this year that will be 50 per cent. of normal. He will not purchase any barrels this season, having a supply held over from last year.

E. J. MEETER, LINDEN, VA., reports the apple crop prospects as good, with indications of a 60 per cent. crop, which is 20 per cent. greater than the 1927 yield. Mr. Meeter will use 3,000 barrels this season and has already contracted for his requirements.

MARKLAND FRUIT CO., KINGSTON, NOVA SCOTIA, report they will use 10,000 apple barrels this season. They have already purchased their supply.

DURHAM FRUIT GROWERS, LTD., W. J. OKE, MANAGER, PORT HOPE, ONTARIO, advises that prospects in Ontario are for a good average apple crop. They will use 12,000 apple barrels which they manufacture, and are in the market for a car of staves.

W. G. CLARKE, BEAR RIVER, NOVA SCOTIA, expects a good apple crop this year. He will use approximately 4,000 barrels, which packages he purchases locally.

NORFOLK FRUIT GROWERS ASSN., SIMCOE, ONT., believes the apple crop this year will be of medium size. They will require from 50,000 to 60,000 barrels for this year's production. They purchase their cooperage supplies locally.

THE UNITED FRUIT COMPANY, OF N. S. LTD., KENTVILLE, NOVA SCOTIA, looks for a good apple yield for 1928. They will require 20,000 barrels, which are purchased locally.

S. B. CHUTE, BERWICK, NOVA SCOTIA, considers prospects for the apple crop as very good. Mr. Chute will use 20,000 to 25,000 apple barrels this season, which packages are supplied by nearby coopers.

WELLER & CLARKE, WOODSTOCK, NEW BRUNSWICK, will not have a good crop this year in their orchard. They will require only 2,000 barrels which they buy from local coopers

THE GEORGEAN BAY FRUIT GROWERS, LTD., THORNBURY, ONT., look for a fairly good apple crop this season. They will use 20,000 barrels for their yield, which packages already have been purchased.

A. A. COLWILL, NEWCASTLE, ONT., believes the apple crop will reach a good average. He will require from 10,000 to 12,000 barrels for his crop and secures his supply from nearby coopers.

THE OHIO ORCHARD CO., MILFORD CENTER, OHIO, state that there will be 50 per cent. of a normal crop in the Milford Center section. They tell us, however, that they will not use barrels as a shipping container this year.

LOUGHEED BROS., CLARKSBURG, ONT., consider the apple outlook good. The prospects are for a crop of 50,000 barrels in Beaver Valley. They will use 3,000 barrels, which packages they manufacture.

A. R. PAUL, R No. 4, BANGOR, PA., looks for a 50 per cent. apple crop this year. He has already cared for his apple barrel requirements.

W. P. ROGERS, WILLIAMSON, N. Y., advises that his section will have 60 per cent. of a crop this season. No estimate is made of the number of barrels required.

D. E. ROBINSON & CO., INGERSOLL, ONT., expect a crop averaging 50 per cent. They will use 1,500 barrels this year which they purchase locally.

The Export Cooperage Co., Memphis, Tenn., will build a cooperage plant at Russellville, Ark.

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Between-Seasons in Flour Trade Affects Buffalo Cooperage Demand

The slack cooperage demand is light at present, owing to the fact that this is between seasons in the flour trade. It is expected that new crop wheat will be in the market soon and that buyers who have been withholding their flour orders will come into the market at that time. There is little doing in the export trade. Canadian wheat is cheaper than that of the United States, but it is not reported that the millers there are getting any extensive flour orders for export.

Heavy Competition Among Stock Manufacturers Reflected in Stave Prices

That the demand for staves is not heavy is indicated by the low prices that are being made on them by the mills. Some coopers say that they could buy plenty of staves at about their own price, provided they were in need of them, which most of them are not. The low prices are no doubt the result of heavy competition for what business develops. Hoops and heading are not so much affected, but show an easy tone.

A Much Larger Apple Crop is Scheduled for New York State This Year

A better crop than at first expected is likely to be seen this year, according to the New York State Department of Agriculture and Markets, as well as independent agencies. The statement is made that the bloom is much better than last year, which was one of the worst years in apple growing in this State. It is thought that the apple crop will be a good one, in the absence of any unusual number of insect pests or bad weather.

Does the Sale of Barrels Constitute Infraction of Volstead Law?

A supply house carrying barrels, kegs and other equipment used by home brewers was raided a few days ago by the government prohibition administrator. He said he was not sure whether such an establishment could legally do business or not. Stock valued at $20,000 was seized. Three joint owners of the store posted bail in $1,000 each. The search and seizure warrant was based on Article 18 of the Volstead law, which prohibits the sale of equipment and utensils for the manufacture of intoxicants. Many will desire to learn the outcome of this test case, and to discover whether barrels and kegs can be sold legally.

To Manufacture Heading

Announcement was made recently by Felix S. Treadway, manager of the Georgia Cooperage Company, that his company had installed machinery and equipment in the plant of the Jackson Brothers Lumber Company, Tallapoosa, Ga., for the manufacture of heading and would shortly start operations.

The Houston Cooperage and Tub Co. will erect a plant at 3100 Canal Street, San Antonio, Texas, to manufacture barrels, kegs, etc.

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WE are in the market for second hand single- and double-headed barrels suitable for oil, tar, tallow, etc. AMERICAN COOPERAGE CO., INC., Maurer, N. J.

WANTED—Alcohol and motor oil drums in good condition. Address NEWARK STEEL DRUM COMPANY, Linden, N. J.

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Fasshandlung Klein Co., Duisburg, Rh., Germany, wants quotations on red oak tight barrel staves and circled heading. Quote prices to KLEIN, 350 East 84th St., New York, N. Y.

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One Right Hand Stave Bolter Rig.
One Left Hand Stave Bolter Rig.

Address "Stave," care of "The National Coopers' Journal," Philadelphia, Pa.

POSITION WANTED

WANTED—Position as superintendent of tight barrel manufacturing or jointing department of staves or heading. Address "Superintendent," care of "The National Coopers' Journal," Philadelphia, Pa.

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FOR SALE—Complete mill for manufacturing slack barrel sawn staves, with three Whitney 20"x39" saws and extra drums. Would sell in part. Address TREXLER COOPERAGE COMPANY, Allentown, Pa.

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Since 1898

IMPROVEMENTS ON THE STANDARD HEADING SAW

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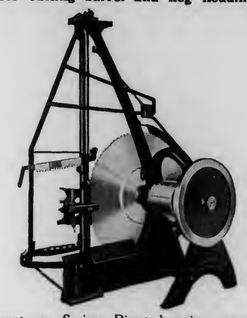

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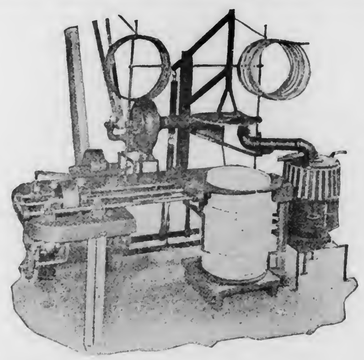

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Barrels Kegs
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Complete plants from the log to the barrel

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Sixty-Inch Steel Wheel Heading Jointer

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This Turner is designed for Circling Slack Keg Heading, Barrel Heading and Square Edge Covers.

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DEVOTED TO THE COOPERAGE INDUSTRY

A paper of great value to all stave, hoop, heading and liner manufacturers; to all makers and users of barrels, kegs, casks, tubs, pails, machinery and mill supplies.

Tight Barrel Circled Heading

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We know that you'll be satisfied with our merchandise as well as our service.

Wm. H. Coleman Co.

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Red Oak and White Oak

from 9" to 23" in diameter of the best quality

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FIFTY YEARS IN THE BUSINESS

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THE FINISHED BARREL

TELLS YOU ALL

YOUR PRODUCT IS NO BETTER THAN THE BARREL.
IF YOU WANT
THE BEST BARREL WITH LOWEST FINAL COST, TRY THE

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SEND US YOUR INQUIRY FOR STRAIGHT, MIXED, OR MATCHED CARS AND BE CONVINCED

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SLACK BARREL MATERIAL

Coiled Elm Hoops
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A good barrel cannot be made without good hoops
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to the best trade making the best barrels.

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of Known Quality

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Straight, mixed or matched cars

Our Established Responsibility is Your Protection

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Any size Heading from 12 inches to 24 inches

The Best Life Insurance For

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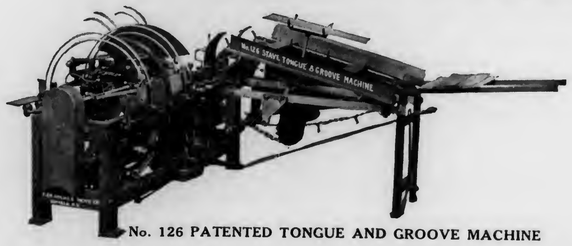

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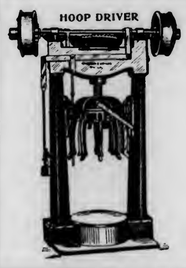

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The National Coopers' Journal, published the first of each month and entered as second-class matter at the Philadelphia post office.

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Good Wooden Barrels

The Best — After All

QUALITY and SERVICE

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STAVES 18" TO 48"—HOOPS ALL LENGTHS
HEADING ALL SIZES

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They're Made Well
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Barrels and Shooks
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TIGHT BARREL STAVES

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Barrels, Shooks, Kegs, Staves and Heading
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The Sutherland-Innes Co., Limited
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Since 1888 Manufacturers of
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"Best by Test"
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THIRTY YEARS' EXPERIENCE

Southern Stave Saw and Machine Company
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All Work Guaranteed *Write Us for Prices*

Ready for shipment
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American Steel & Wire Company's
WIRE HOOPS

WITH the number of products packed in barrels rapidly increasing, manufacturers and shippers everywhere are realizing the full importance of the barrel in modern commerce. They are devoting more time and attention to its proper construction.

Barrels bound with American Wire Hoops measure up to every requirement of present day packing and transportation. American Wire Hoops mean longer life for barrels, and their low price reduces the cost of the completed package.

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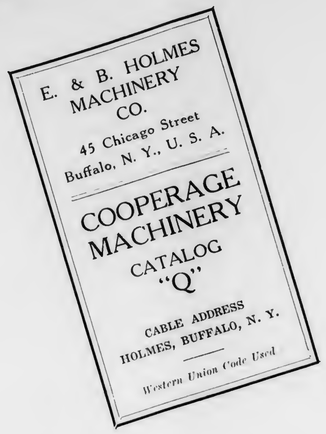

BACK IN THE 60's

Back in the 60's Edward and Britain Holmes were proprietors of a barrel making business in Buffalo, N. Y., under the firm name of E. & B. Holmes.

They knew what good barrels were and how to make them, but as orders increased rapidly they came to realize the necessity for greater production without the sacrifice of quality.

This realization caused E. & B. Holmes to devise and invent barrel making machines for use in their own plant. Soon the fame of barrels made with Holmes machines became widespread, so much so that a demand sprang up for Holmes cooperage machinery from near and far.

From this beginning has grown the present E. & B. Holmes Machinery Company, manufacturers of a complete line of cooperage machinery.

Back in the 80's E. & B. Holmes Machinery Company became users of JOURNAL advertising space to tell and sell the merits of Holmes cooperage machines to barrel manufacturers in this country, and foreign countries as well, and not a single issue of the JOURNAL has gone to press since that time that has not carried their business announcement in its pages.

Steadily each year since the first Holmes machine was placed upon the market, sales have increased and extended until today Holmes machinery is known and used the world over.

JOURNAL advertising has been an acknowledged stepping stone to success and prosperity for E. & B. Holmes Machinery Company, and it is continuing to serve them.

For more than 43 years the JOURNAL has specialized in the cooperage industry, and it stands alone as a "puller" of business from this field.

If the cooperage industry is the market you want to sell, let JOURNAL advertising be your salesman. Rates and particulars on request.

The National Coopers' Journal

Philadelphia

EXCLUSIVELY COOPERAGE

The National Coopers' Journal

FORTY-FOURTH YEAR | **Philadelphia, August, 1928** | $2.00 PER YEAR VOL. XLIV, No. 4

Mid-Summer Let-up in New Orleans Trade

In-between Season Slows Up General Business—Coopers Keep Going on "Extra Work"—Tight Barrel Demand Holds Lead

New Orleans is soon to enjoy the most wonderful period of building activity and trade expansion that it has ever known, a growth that few cities of like population have ever experienced. A twenty-five-story bank building is to be erected as soon as the site can be cleared. Two mighty bridges are to span the Mississippi. The Government is to expend untold millions in works that are to control the floods. The city itself is to build a series of incinerating plants, a new court building and a vast municipal auditorium. This is no fancy sketch. The city has floated the bonds and the money is in bank, the plans for the improvements have been drawn and adopted, and where the work is to be done by contract the contracts have been let, but the actual work has not yet commenced. It is the same with the private enterprises. They are well organized and the needed capital is said to be available, but for reasons not clear to the casual observer the work is being delayed, and will not begin until some time in the future, next week or at the beginning of next year. In the meantime business is at a standstill, labor is unemployed, the midsummer dullness is duller than common and the community has little to live for except its great expectations.

The Mid-Summer Dullness is on in All Trades

This general depression extends to the cooperage business, though the coopers are not as hard hit as the rest of the community.

The green corn season has come and gone, northern grown vegetables now supply the markets in the cities of the northern States and the shipment of Louisiana produce has reached its minimum.

"Extra Work" Helps the Cooper to Keep Busy

The practical stoppage of vegetable shipments has closed most of the country shops. The cottonseed mills, as is usual with them at this season, are doing but little, or are entirely closed down for repairs, preparatory to the great season's work that is to be done on the seed of the new cotton crop that is soon to be gathered. Under these circumstances you would expect to find all the shops closed down and the coopers idle, but that is not the case. Every shop in town is open and work is still being done. The secret of their activity lies in what the colored coopers call "extra work."

The principal kinds of barrels needed follow each other in regular rotation. For a time potato barrels are used, then that demand will cease and orders will come in for turnip and carrot barrels, then the season for these barrels ends and the shipment of green corn begins. Between these various seasons the shops make barrels for miscellaneous lines of business that come and go without regard to the time of the year. This is the "extra work" that keeps the wolf from the cooper's door when his chief markets fail.

Shops Always Find Something to Do

The shop built at Kenner, in the heart of the garden district and wholly dependent on the vegetable trade, is now closed down, but when the produce shipping season ended the shop of the Mancuso Cooperage Co., at the same station, kept right on at work making barrels for other purposes, so the boys say they are "doing extra work." The shops of the Southern Cooperage Co., N. J. Long, of Heyd & Williams and of the J. G. Moll Cooperage Co. are also "doing extra work," some of them making barrels of willow staves to contain paraffin wax, some putting up shooks for export, while the Burbank Cooperage Co. is turning out a good variety of tight barrels and halves.

Country Sugar Mills Should Not Be Passed By

There are, however, many sugar mills that even if they used barrels, would not buy them ready made, but would, for many good reasons, buy stock and make their own barrels, and this trade is being neglected. A veteran mill man who used to get a good share of this business explained the reason.

"I would like to get in on this trade, like I used to do, but the trade of the country sugar mill is not a good business risk. Unless the cane crop is unusually good the planters cannot pay for any stock they might buy, and I cannot afford to bet on the success of the cane crop."

This gentleman had not read the signs of the times aright. Two years ago his fears would have been well founded, but now they are groundless. It is a deplorable fact that crop after crop of cane failed until some of the most honorable men and largest property owners in Louisiana were reduced to such straits that they could not finance their own business, then the new variety of cane was introduced and planted. This cane was developed at a station in the East Indies, and as no ordinary mortal could either spell or pronounce the name of that place, the name was abbreviated to P. O. J. New Orleans bankers believe that this P. O. J. cane is a success, and that cane crop failures are things of the past. Confidence in plantations is restored, and, with proper precautions, to which the planter, under the circumstances, cannot object, it is as safe to sell to the planter as it is to sell to any other reputable business man.

When the planter used but few packages, and could not finance the purchase of cooperage stock, he used bags, because bag purchases were easier to finance. Now he is on the road to prosperity, and should be encouraged to use barrels again, for his business is safe and is worth having.

Tight Barrels Hold the Lead in Cooperage Demand

In fact there seems to be more demand for tight than for slack barrels at present.

The great sugar refineries use large lots of barrels from time to time, but, as they make their own packages, this is but little help to the local shops.

At the smaller sugar refineries they are overhauling their machinery and putting their plants in order to make ready for the greatest grinding season in recent history, but are, of course, not using barrels or packages of any kind at present. The city coopers who keep in touch with this trade are elated, believing that sugar barrels will be used to a considerable extent, and, better still, that they will get the business.

There is a Demand for General Cooperage

Although such trade seems to be entirely out of season now, there are some molasses and syrup barrels being used.

This is the busy season with the bottlers and dispensers of soft drinks. In spite of their innumerable specially made boxes the bottlers are using a good many bottle barrels, but where they help the trade most is in the use of tight barrels for their flavoring extracts. Every high class soft drink counter has on display an ornamental barrel from which certain beverages are drawn for the customer, while behind the counter there is a barrel of flavoring extract.

A good many vinegar barrels are being used, for even if the vinegar does reach

the ultimate consumer in bottles, it is usually shipped to the large dealer in barrels.

The little cucumbers are now being gathered and placed in vats. In the course of time they will be transported in tank cars, to be finally shipped in barrels from which they will be retailed, or packed in glass jars for the customer. Pickles are generally a barreled product at some stage of their history.

L. J. Magner, Jr., Continues Business of His Father

The shop of the late Leopold J. Magner is now being operated by his son, also named Leopold J., who is an experienced business man and expects to continue the business on the lines so long followed by his father.

Mr. Magner is transferring his business from 415 S. Front Street to Toulouse and Decatur Streets, a location more convenient to his trade.

Buffalo Coopers Expect Greatly Increased Demand for Apple Barrels

The flour barrel demand has been holding up well for the past month, and though they are not rushed with business, the cooperage shops are finding the trade fairly satisfactory for this time of year. The foreign buyers of flour are inclined to hold off in a good many instances, owing to the unsettled wheat market and the fear that the recent declines may go still further. Buffalo, however, has had its full share of the amount of flour going abroad.

Apple Crop in Excess of Last Year

Apple growers are expecting that the crop this year will be considerably in excess of that of last year, and the depredations of insects are said not to have been as great as at first feared. The weather of July has not been unfavorable, though that of June was unusually wet and therefore detrimental. Apples are bringing a fair price, with Early Harvest variety selling at wholesale at $1 to $1.75 per bushel.

Fruit Growers to Meet at Geneva, N. Y.

A big fruit growers' meeting is to be held at the Geneva, N. Y., experimental station on August 15th, the occasion being the summer meeting of the New York State Horticultural Society. A hundred or more entomologists will come to Geneva from the sessions of their international association at Ithaca. The visitors will see a demonstration of the use of an airplane in dusting orchards. A speaker at this meeting will be Thomas Byrd, who is a leading apple grower at Winchester, Va., and brother of Richard Byrd, the Arctic explorer, and Governor Harry Byrd, of Virginia. Mr. Byrd comes from a State where many apples are barreled and his talk is expected to be very interesting. Another speaker at the meeting is Edwin Smith, the London representative of the United States Department of Agriculture, who will give an authoritative talk on apple exports.

H. T. Pennypacker, president of the Quaker City Cooperage Co., is spending the month of July at his summer home in Red Bay, Ont., with his family.

W. K. Jackson, president of Jackson & Tindle, has been on a three weeks' vacation trip up the lakes in his yacht, the "Evelyn V." He also visited the firm's mill at Munising, in upper Michigan.

The cooperage shop of Andrew Carnes, Wilson, N. Y., was burned on July 15th, with some of the stock and finished barrels. The loss is said not to have been covered by insurance.

Cooperage Past and Present in Village of Waterloo, N. Y.

An interesting account of the cooperage trade at Waterloo, N. Y., is given by a correspondent of the *Rochester Democrat and Chronicle* from that village. It is worthy of reprinting entirely and is as follows:

Ever since older residents of Waterloo can remember there has been one or more cooperage plants in Waterloo, and it is a common sight to see large loads of barrels passing through the streets and over highways, yet but few have even the slightest conception of the art in barrel making. A good cooper is a rarity these days. Incidentally, cooper shops are few and far between, considering the number of barrels used annually.

Over in South Waterloo, at almost the end of Washington Street, is the lone cooperage plant of Waterloo and vicinity. It has been in the Marshall family so long that it has become an heirloom, and generation after generation of the Marshall family have learned and worked at the cooper trade there.

A good cooper will turn out 100 finished barrels each day, but in order to do this he must be a master at the trade, spry and with a keen eye. But mere man cannot compete with machinery in the cooper trade, as with other arts. The mechanical cooper doubles the output of one man, but the necessity of keenness of vision and accuracy in eye measurements is just the same.

In the Marshall cooperage are four men, Fred G. Marshall, Leo Marshall and Levi Jolley, hand coopers, and George L. Marshall, operator of the mecharical cooper. This quartet will turn out enough barrels in a year to supply the entire section, the nearest cooperage plant being at Clyde.

The cooper selects his staves and puts them into a circular form, the last stave placed being accurate in size. These are then compressed, and two hoops placed above and below the middle bilge.

New Stave Plant in Operation

C. F. Williams has placed his new stave mill plant at Ellington, Mo., in operation. He has a modern plant and recently purchased several tracts of good stave timber in that section of Missouri.

Tight Stock Manufacturer Does Excellent Wooden Barrel Boosting

At the cooperage convention in St. Louis last May, L. F. Padberg, secretary of the Missouri Retail Merchants Association, stated that if each member on his return home would make an effort to interest his community in the wooden barrel, in a short time a decided increase would be noted in the sales of wooden barrels.

The truth of Mr. Padberg's prediction, we believe, is proved by the wooden barrel trade extension effort of Robert Gray, of Dennis & Gray, tight cooperage stock manufacturers of Winchester, Ky.

Knowing that all oils, greases and like materials used by the Kentucky State Highway Department were being shipped in steel drums, Mr. Gray immediately referred the matter to the Winchester Chamber of Commerce, calling attention to the importance of the cooperage industry to Kentucky, the capital invested in plants, equipment and timber holdings, and the handicap upon cooperage and cooperage stock manufacturers of the State when orders placed by the Highway Department specify that materials be shipped in steel drums.

Realizing the justice of Mr. Gray's claims, A. F. Allen, secretary of the Winchester Chamber of Commerce, has written the following letter to the Kentucky Progress Committee, an organization which has as its purpose the development of Kentucky's industries.

WINCHESTER, KY., July 28, 1928.

C. Frank Dunn,
Kentucky Progress Commission,
Frankfort, Kentucky.
Dear Sir:

There has been brought to our attention the fact that the State Highway Department is purchasing its oil, grease, etc., from out of the State firms which ship in steel drums. This is in direct competition with and working an extremely costly hardship on hundreds of people of Kentucky manufacturing tight barrel stock produced in the timbered sections of our State and making and selling wooden barrels.

We know you will be glad to call to the attention of the State Highway Department these facts and, if possible, we know it will be corrected so as to encourage those citizens of our State who are doing business in Kentucky, purchasing the timber, making the barrels and selling them to the big users and shippers of oil, gasoline, etc.

Quite a number of companies are ordering their oils in metal drums; this material could be shipped in wooden barrels and in that way increase the business of Kentucky cooperage manufacturers and furnish employment to laborers.

We respectfully submit that such action would be a splendid way to encourage the further development of the cooperage stock and barrel industry of our State.

Very truly yours,
WINCHESTER CHAMBER OF COMMERCE,
A. F. Allen, *Secretary.*

General Outlook for Louisville Cooperage Trade Continues Favorable

Inquiries for Barrels and Kegs on the Increase—Kraut and Pickle Packers Expect Big Season

With big crops of fruits and produce over the southern and central sections of the country the general outlook for the cooperage industry is considered as quite bright. Inquiries have been considerably better than they were, but actual orders are not as good as they should be at this season. A good many inquiries have been received asking for quotations extending through August and September, but producers of tight packages are not especially interested in long contracts at existing prices, and are more interested in immediate shipment business.

The last ten days of July found inquiries picking up considerably for tight packages, the kraut packers, pickle packers, vinegar houses, etc., all showing indications that they were ready to come into the market.

Late Season Hurt Shippers of Kentucky Produce

Produce has been abnormally cheap this year, due to late seasons and the fact that by the time Kentucky growers had produce ready to ship, growers in Illinois, Ohio and Indiana were also shipping. The result has been a very poor demand and unusually light movement. Just a few cars of cabbage were shipped, and then demand stopped. Cabbage was going begging at a dollar a crate and less. Kraut packers took some of it, but they prefer late cabbage, which is firmer and which comes principally from New York and the East. It is a matter of record that local truckers plowed under, or disced fields containing cabbage, feeling that it would not pay them to cut it and crate it for the prices that could be had.

Abnormally heavy rains over late May and all of June, resulted in watery onions, showing much stem rot, and truckers have been unable to ship onions, whereas many carlots move north and east in most seasons. Growers have been trying to ship hand-picked onions at $1.25 a hundred pounds, sacked, but without takers. The potato crop was also a big one, but late, and by the time it was ready to ship, the Eastern Shore shippers were putting out 600 to 800 cars a day, at around a dollar a barrel, whereas the local shippers were asking a dollar a hundred, and couldn't develop a market.

Generally early shipments of potatoes go out in slack barrels, but this year the demand failed to develop for barrels, as there was no early potato shipping.

Big Increase in Pickle Packing Expected This Season

Pickle packers who have studied the cucumber acreage report that there is a very fair acreage in cucumbers this year in Kentucky, although they will secure about half their supplies from Michigan. Last year's pack was not so large, and stocks are down, with the result that a lot of pickles will be packed this season. There will also be a considerable production of tomatoes as acreage is large, but most of the tomatoes handled by canners and condiment plants never see a barrel or keg.

Conditions in Cotton Districts Greatly Improved

Indications for the cotton crop are fairly good in the South this year. The Federal report on acreage gives 46,695,000 acres, or an increase of 11¼ per cent. The early condition was not so good, but July brought plenty of hot weather, and it is said the cotton condition has been greatly improved. The crop report showing prospective bales will be out about August 8th. A big cotton crop will mean a good seed crop, and activity among the packers of cottonseed oil and oil products, which annually consume many thousands of tight packages.

No Change in Barrel and Keg Prices

Prices of tight cooperage have remained at about the same levels as have existed for the past six or eight months. Demand is not a question of price, but of necessity, as the coopers now realize well enough and prices are being fairly well maintained, although it is natural to do some shading to secure a good order.

Production of staves and heading has remained light, due to heavy rains and much water in the South, plus poor prices and lack of demand for material. Again cotton planters have needed labor, and have been paying higher wages than producers of staves and heading were willing to pay.

Louisville Coopers Express Their Views on Business

J. N. White, of the Louisville Cooperage Co., remarked that the company had cut out two of its mills in eastern Kentucky and two in Louisiana, which may not be started again. These plants, because of high labor and water conditions had produced very little raw stock in the past several months.

Discussing the cooperage situation, Mr. White remarked that slack barrels had shown very little movement, and while inquiries and orders were picking up for tight packages, and the outlook was brighter, still there was not enough business being placed to crowd cooperage plants. He believed, however, that there would be a great improvement during August.

P. M. Dormeyer, sales manager of the Atlantic Tank & Barrel Corporation, reported more numerous inquiries for tight barrels. Moreover, the prospects for good business over August and September, and probably well up into October, are excellent in view of large crops, and indicated plans of food packers to put up fair to large quantities of foods this season.

With the generally large apple crop over the Central States it is quite likely that there will be a considerable quantity of apples stored this year, and that there will be a good demand for slack barrels for the apple shippers this fall.

W. R. MacNeal, head of the Knadler & Lucas Co., local picklers and condiment packers, indicated that prospects were for a very excellent cucumber crop this year, and larger consumption of packages on the part of such companies.

Hirsch Brothers & Co., local picklers, recently denied reports to the effect that the company was in a merger deal with the Henry Fisher Packing Co., C. F. Vissman & Co., both meat packers, and a fourth concern in Ohio. It is known that the promoters of the merger held options to purchase some of these plants, but the options expired on July 15th.

Lampton Crane & Ramey Co., and the Sterling Paint and Color Co., manufacturers and jobbers of paints, have recently purchased a large plant on Story Avenue, formerly the property of the old Magic Soap Co., in order to expand the business, the new plant having about four times the floor space of the old one.

Cooperage in England

Reporting from London, England, on cooperage conditions, Lumber Trade Commissioner E. A. Selfridge writes that although the imports of cooperage stock for the first four months of 1928 were less than for the same period of 1927, in the opinion of the trade, imports of tight cooperage for the entire year should show an increase over 1927.

With regard to tight staves the stocks of European oak are decreasing, but there are ample supplies available. Stocks of American oak are also low, but more purchases have been made this year for summer delivery than for the past five years. Swedish spruce stocks are normal, supplies plentiful, and prices down. American gum stocks are low, no shortage of supplies, and demand steady.

In slack stave lines, spruce and pine stocks are very low, but fresh supplies from the Baltic are now due. Prices are lower. American gum stocks are plentiful and demand is small.

Stocks of heading are normal and there is practically no demand.

As to consumption and trend in general the market is healthier and increased consumption is anticipated.

The brewing business is good, palm oil is very poor, and there are small hopes for improvement; the cement trade is firm; glucose is normal; flour mills are more active; small cooperage is improving; distilling is better; dry chemicals are normal, although the use of bags is increasing; the china and pottery trade is on the upward trend.

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DEVOTED TO THE COOPERAGE INDUSTRY

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USE THE
WOODEN BARREL

THE SANITARY CONTAINER
FOR FLOUR

Contamination of Flour Through Use of Bags and Sacks Paving Way Back to Wooden Barrels

THE new competition that has come to the business world, and concerning which much has been written, has not at all times proved the best kind of a friend to the cooperage industry in the battle for the trade of shipping container using industries. This is due mainly, of course, to the inactivity of cooperage and cooperage stock manufacturers in keeping the wooden barrel in the running by modern publicity and trade extension effort.

However, competition between industries has produced a movement in many fields that should result advantageously to the wooden barrel, provided the wooden barrel and stock manufacturers will go the limit in pushing their product in these fields. Take for instance the flour field. For some time there has been a growing objection in the flour milling industry to the use of second-hand bags for flour shipments. This agitation has at last reached its peak, and it is a recognized fact that the used flour bag must go. Flour millers, bakers and other consumers are, as a unit, against the practice of using second-hand bags for flour, because of their uncleanliness and all-around unfitness as a shipping container.

On first thought it might appear that the fight against the used bag is merely a problem for the flour miller and bag manufacturer to solve, but when a careful analysis is made of the reasons why the used bag is undesirable, it will be apparent that the same objections can also be made to the use of the new bag.

Writing on the danger of refilled flour bags, the *American Independent Baker* says, "A bag which has traveled back and forth between the mill and various bakers in dirty freight cars suggests the use of a cheap grade of flour, and therefore prejudices the mind of the consumer. Again, the bag was meant to make one trip only and when its protesting seams are strained to the uttermost to hold another load, a small but appreciable loss of flour results through filtering out through the stitch holes of the seams and the needle holes at the top where it has previously been sewn. Over a period this leakage represents a definite loss to the baker, but he suffers other financial losses also because he has to bear his share of the expense to the mill due to infestation and breakage in filling."

The same "dirty freight cars" are used for flour in new bags, as well as in used bags, and therefore the new bags give no better protection to their contents against contamination in shipment or against loss from the bags coming in contact with nails or car splinters than do used bags.

New bags are also a breeding place for bacteria, as is proved by experiments made by H. E. Hurley, Bacteriologist of the American Institute of Baking. These experiments show that the new bags contain mold colonies, even though the proportion, in comparison with second-hand bags, is 1 to 3 and 5.

From the viewpoint of sanitation and cleanliness the bag, both new and second-hand, is an utter failure as a shipping container for flour, as well as for other food products of like nature. It gives no protection whatever to its contents; it absorbs dirt and filth in transportation and storage; it is a source of loss through leakage because of its flimsy structure; it has been proved a breeding place for vermin, bacteria and parasites; and on the basis of economy its value does not exist, for whatever advantage it has in first cost is totally wiped out many times by the losses attendant upon its use as a shipping container.

There is only one safe and sane shipping package for the flour trade, and that is the wooden barrel. There is no danger from dirty freight cars when wooden barrels are used. Dirt and filth cannot penetrate the reliable wooden barrel. It does not offer a breeding place for bacteria or parasites, and its value to the flour consumer as a resale proposition is far and beyond that of the bag.

The *American Independent Baker* suggests that the attention of customers be called to the sanitary practices of the present-day bakery by posting a sign in a conspicuous place reading, "This is a sanitary bakery. Our flour comes in strictly clean once-used bags." Such a sign, to THE JOURNAL'S way of thinking, is a contradiction, because bags whether new or second-hand are not sanitary containers for flour. A real guarantee of protection as to the purity of every baker's product would be the use of the wooden barrel, then the posting of a sign reading, "This is a sanitary bakery. Our flour comes in strictly clean new wooden barrels—the sanitary shipping package for flour."

The time and opportunity presented to the cooperage industry for regaining the greater volume of the flour shipping trade was never more favorable than right now. It needs only concerted action on the part of cooperage manufacturers to conclusively demonstrate the superiority and merits of the wooden barrel to flour millers and consumers in order to assure success.

Crop Reports Promise Increased Trade for Cooperage Industry

BOTH branches of the cooperage trade, tight and slack, should benefit greatly during the next few months from the plenteous crops which are in prospect.

The apple crop as estimated by the United States Department of Agriculture on July 1st will be 81 per cent., compared with 57.2 per cent. for the same period in 1927. Figured in barrels, this indicates a crop of 33,000,000 barrels this season, which is one-third greater than the final harvest of 1927, and only one-fourth less than the heavy yield of 1926.

Predictions from the potato districts indicate a large output of tubers for this season. The estimated production for 1928 is placed at 443,640,000 bushels, or a quantity equal to about 147,880,000 barrels. Sweet potatoes will have a slightly lower yield than last season, although the final harvest will be somewhere in the neighborhood of 75,282,000 bushels, or 25,094,000 barrels.

Kraut packers are beginning to buy their season's supply of cabbage, and the demand for barrels from this industry should shortly show a decided increase. In the pickle packing trade there is not an overly big supply of last year's pack remaining on the market, therefore the prospects are that heavy operations will be the order of the day among pickle packers.

Considering the entire agricultural situation, there seems to be a more favorable tone at present than was apparent a month or so ago, so far as its effect upon the cooperage trade is concerned; and provided good weather conditions prevail from now on cooperage manufacturers will see a gradual increase in the call for barrels and kegs from producers of food stuffs, and for the shipment of fruits, vegetables and other agricultural products.

Individual Trade Promotion Work for Wooden Barrel That Will Win Gratifying Success

TWO very fine examples of wooden barrel boosting have been called to THE JOURNAL'S attention this month.

The National Cooperage & Woodenware Company, Peoria, Illinois, which believes in putting into practice its faith in wooden barrel publicity, is carrying an exhibit of "Good Wooden Barrels—The Best After All" in the show windows of the Commercial National Bank of Peoria. The exhibit has produced widespread interest and has gained favorable comment for the appearance and sturdiness of wooden barrels.

The second instance of effective trade promotion work for the wooden barrel is credited to Robert Gray of Dennis & Gray, tight stock manufacturers of Winchester, Kentucky. Mr. Gray's action in calling the attention of the Winchester Chamber of Commerce to the fact that the State Highway Department of Kentucky is purchasing its supply of oils, grease, and other materials in steel drums, to the detriment of the cooperage manufacturers of Kentucky, as noted on page 8 of this issue of THE JOURNAL, and the subsequent letter from that organization to the Kentucky Progress Commission advocating that wooden barrels be specified on all requisitions for such products, will undoubtedly have its effect upon the State Highway Department in the placing of future orders.

This trade extension work on the part of two individual members of the cooperage trade is deserving of every commendation. It is just this kind of trade promotion effort that will finally impress upon the shipping container using industries and their customers the worth of the wooden barrel as a shipping package, and in a way that cannot help but react advantageously to the cooperage trade as a whole. Let the good work continue.

No Complaint as to Demand for Cooperage — Crop Harvests Will Increase Orders—C. M. Van Aken

In this section the slack cooperage business is in about the same condition that it was a month ago. There is a fair demand for cooperage to be used in general lines, and the barrel makers catering to the potato industry are placing some orders for material to be used for sweet potatoes, which crop will be coming on within a few weeks. It is the apple crop, however, which is being looked upon to furnish activity for the slack coopers at this time of the year and, as has already been reported, most of the apple barrel coopers have placed orders for, and in many cases received, the amount of material representing their minimum requirements. Further orders will doubtless be coming in before long because while it is quite likely that the crops will not turn out as big as the blossom indicated, still, the general feeling is that there will be more than enough fruit to consume the minimum arranged for by the coopers, so more cooperage orders are expected from the apple districts and it will not be long before those orders are placed. In the meantime, however, the cooperage industry, as it applies to the apple trade, is in a "watchful waiting" state.

Canadian Apple Coopers Getting Benefit of Good Apple Crop—W. A. Fraser

During the last month, development in the apple crop situation in Ontario has been favorable, rather than otherwise. Throughout the Province there has been abundant rainfall, and in some sections even too much, which has resulted in the apples having a splendid growth, while on the other hand, the continued humidity has meant considerably more fungus, even in well sprayed orchards, than the June conditions indicated. As a whole, at this time, the Ontario apple crop is now estimated as being approximately as heavy as last year. The southwestern Ontario and Georgian Bay districts will doubtlessly show a greater production than 1927, while eastern Ontario and the St. Lawrence River district with few exceptions will produce as many apples as in the past season.

The apple barrel coopers are now practically all operating their shops, and the cooperage manufacturers will, in all probability, enjoy the continual outlet in this direction until the packing season is over.

Flour barrel business with us is about normal, absorbing our number one stock as fast as it is ready for shipment.

The cut at most mills in Ontario will be finished by the middle of September, and as prospects appear at the present time, both manufacturers and coopers should enjoy a fair season's business, probably not more than ten or fifteen per cent. below the average year.

Cooperage Industry Can Win Back Flour Trade for the Wooden Barrel

Unfitness of Bag as Container for Flour Becoming More Evident Each Day—Millers, Bakers and Railroads Move to Outlaw Use of Second-Hand Bags—New Bags Subject to Same Contaminating Conditions as Old Bags—Wooden Barrel the Only Sanitary Container for Flour

A splendid opportunity for extending the use of the wooden barrel in the flour trade is presented by the agitation now at its height against the use of second hand bags as shipping containers for flour.

Evidence gathered by flour producers and consumers points to the absolutely unsanitary condition of second hand bags, and the danger to public health occasioned by the use of such bags. The uncleanliness of this type of flour package has become so apparent that the railroads, through the Consolidated Classification Committee, have provided in Docket No. 32, dated December, 1927, that shipments of flour in second hand cotton sacks, other than grain bags, would not be accepted. No mention was made as to the use of second hand jute and burlap bags at that time, but in Docket No. 34, issued June 13, 1928, the committee proposes to restrict the use of second hand sacks to grain bags only.

New flour bags are not subjected to the same contamination to as high a degree as are second hand bags; nevertheless, new bags too have been found to provide breeding places for bacteria, and certainly new bags are open to contamination by contact with dirt and filth while in rail transportation, or while awaiting loading aboard ships as are second hand sacks. Therefore, the objections to the use of second hand bags are just as applicable to new flour bags from a sanitary and health viewpoint.

The following articles on the subject of second hand flour bags, which appeared in the July 6th issue of the *American Independent Baker*, and the July number of *The Millers Review* contain many valuable "selling points" for the cooperage industry in proving the superiority of the wooden barrel as the shipping container for flour, and it is the JOURNAL'S hope that our trade will take full advantage of the opportunity which the present agitation against used bags in the flour field affords for the regaining of the flour business for its trade package, the wooden barrel.

—

Used Flour Sacks a Hazard to Health

In the *American Independent Baker* of July 6th appeared the following article on the use of refilled bags in the baking industry:

Row after row of golden brown loaves, each wrapped in its own waxed paper casing, and placed on the shelves ready for distribution. No wonder the baker is proud of them and of the hygienic conditions under which he knows this quality bread was made. The weak link, however, in this chain of cleanliness is the practice of returning used flour bags to the mill to be refilled.

This custom which is gradually disappearing, would have been abolished long ago if the baker fully recognized the opportunities for contamination which occur in spite of his conscientious efforts to see that the empty bags are properly handled. He cannot, however, control the condition of the freight cars in which they are returned nor the bags with which they come in contact at the mill. The practice becomes even less desirable now that it has been established that one of the causes of mill infestation—with its costliness to the miller and hence ultimately to the baker and consumer—must be laid at the feet of the used flour bag.

Bags a Favorite Breeding Place for Vermin

No amount of fumigation and other curative measures are going to rid the mill of such pests as the weevil and Mediterranean moth, so long as they are being persistently re-introduced through such media as infested flour bags. The bags, emptied but not laundered, are frequently put in back rooms and dark corners of the bakery, waiting for shipment to the mill. They serve as excellent breeding haunts in the seams and folds. The eggs then hatch and the larvæ hide in the seams and folds and spin cocoons. The bags are then refilled at the mill with subsequent damage to the new flour in spite of all the efforts of the millers to clean out infestation.

Flour in New Bags as Well as in Used Bags Will Be Contaminated Under Like Conditions

The annoyance to the baker is not so great as to the miller but the expense to him of this practice is sufficient to demand its abolition. A bag which has traveled back and forth between the mill and various bakers in dirty freight cars suggests the use of a cheap grade of flour, and therefore prejudices the mind of the consumer. Again, the bag was meant to make one trip only and when its protesting seams are strained to the uttermost to hold another load, a small but appreciable loss of flour results through filtering out through the stitch holes of the seams and the needle holes at the top where it has previously been sewn. Over a period of time this leakage represents a definite loss to the baker, but he suffers other financial losses also because in the long run he has to bear his share of the expense to the mill due to infestation and breakage in filling.

Both New and Old Bags Are Subject to Mold and Bacteria

The baker who takes a pride in his product demands that the flour used should be of the purest quality. It has been definitely proven that flour shipped in used bags is more liable to contain bacteria than that which comes in new bags. This fact was established by H. E. Hurley, bacteriologist of the American Institute of Baking, who made actual experiments and found that there tended to be from three to five times the number of mold colonies in second hand bags as in clean ones.

By not sending back his empty bags the baker loses the small amount of credit allowed him at the mill but he gains in the quality of his goods, in time saved in counting, tying and shipping back the bags and in the revenue earned by selling these bags for ten cents apiece to the housewife for household purposes. As a goodwill proposition alone this is not to be underestimated. Advertising posters reading, "Flour Bags for Sale" may be had free upon request to the Millers' National Federation. One worthwhile practice is to give the regular customer one bag free with every so many loaves of bread purchased. Human nature is the same everywhere and the lure of something free never fails to work.

Use of the Wooden Barrel Will Guarantee Purity of Flour

Another idea is to draw the customer's attention to the sanitary practices of your bakery by posting up a sign in some conspicuous place, such as "This is a sanitary bakery. Our flour comes in strictly clean, once-used bags." To sell the bags to the public it is usually not necessary to do more than put a sign in the window and give the price.

Far from bringing a loss to the individual baker this more wholesome practice means a positive gain both in actual cash and in good will created.

—

Milling Industry and Used Sacks Have Come to Parting of the Ways

Concerning the unfitness of used bags as flour containers *The Millers Review* says:

The milling industry and the refilled flour sack have come to the parting of the ways. For years now the miller has been in the familiar position of the ostrich on the used bag question. He has tried to overlook the unfairness to the bread consumer in this unworthy practice, and has sought to sidestep the sanitary phase of it. Frequently has he shrunk before the spectre

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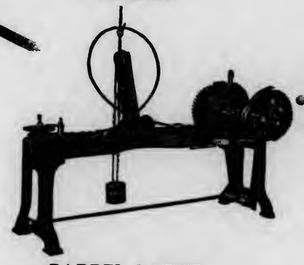

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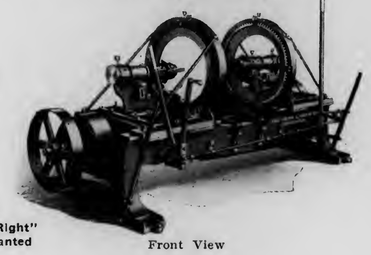

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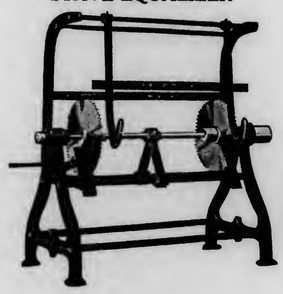

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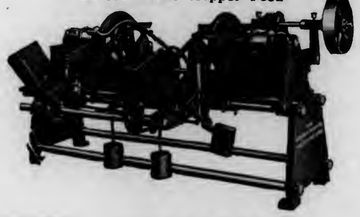

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of unfavorable publicity growing out of it, and often has he chosen to forget the many unpleasantnesses with his bakers on that score. But what he has been able neither to ignore nor minimize nor brush aside is the fact that the refilling of the flour sacks is not only cutting into his profits but is seriously menacing the very foundations of his business.

Bags the Cause of Mill Infestation

For, after all is said, the used flour bag is the most common outside source of mill infestation today, and infestation means a money loss to the mill owner from fumigation, interrupted operation or perhaps a shutdown. There is no knowing even approximately how much it is costing the millers of the country each year to fight the weevil, Mediterranean moth and other mill parasites brought in in large measure by the second hand bags, but it certainly must be an enormous sum. An idea of this may be had from a statement by Prof. G. A. Dean, who estimated the annual loss to Kansas grain and mill interests alone at two million dollars.

Entomologists specializing in mill infestation have said, of the several methods by which insects find their way into the mill, used bags are most frequently responsible. Average conditions surrounding the storing of empty bags in dark corners of bakeries and their shipment in dirty freight cars are decidedly favorable to the introduction of bugs into the mill, there to cause untold losses to the owner in damage to flour and in other ways. The moth lays its eggs on old sacks and the larvæ then hide and spin cocoons in the seams and folds, making it easy for the pest to be carried about from place to place. The webbing habit of the larvæ sometimes completely stops the machinery and always, sooner or later, necessitates the expenditure of time and money in order to keep the pest under control. A miller may be ever so conscientious in keeping his mill free from the weevil by investing his money in fumigation and other control measures, but all his good work may be quickly undone by a shipment of dirty, greasy or oily bags from some baker any day in the week.

Ship Flour in Wooden Barrels and Certify Cleanliness

Millers have frequently been warned by the government that the Mediterranean moth gains access to the majority of mills through the medium of second hand or returned sacks. The moth is too widely distributed today to justify the miller taking any chances with such sacks, says E. A. Back, of the Bureau of Entomology of the U. S. Department of Agriculture, and many instances may be cited where a miller could have better afforded to sell his flour in new sacks at bulk prices rather than bring the second hand sacks back into the mill.

This is Only a Half-Way Measure. Wooden Barrels Should Be Used

Of the several suggested ways of disposing of used flour bags, that of the baker selling them over the counter to his regular customers is the simplest and most practical of achievement. Wherever this method has been tried, the public has been found willing to take the used bags off the baker's hands at prices well above the allowances for them at the mill. The entire used bag problem can be solved quickly and permanently if every mill owner will take it upon himself not only to refuse to refill used flour sacks, but to instruct his salesmen to encourage the bakers to sell the empty sacks to their retail customers or to second hand bag dealers instead. The welfare of the milling industry demands that the baker be shown that there is a ready market for his used sacks at his own door and that there is more money for him in disposing of them in this way than in returning them to the mill for refilling. The way to do this job is to do it, and the present is as good a time as any.

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Railroads Oppose Shipment of Flour in Used Sacks

Bulletin No. 628, of Millers' National Federation, deals with a proposal to prohibit use of second hand sacks as follows:

For some time the railroads have been considering a rule prohibiting the acceptance of shipments of flour and other grain products in second hand sacks.

In December, 1927, the Consolidated Classification Committee issued its Docket No. 32, which provided that shipments of flour in second hand cotton sacks, other than grain bags, would not be accepted. A public hearing was held in January of this year on the subject, and as there were arguments presented at that time both for and against the proposition, the matter was held in abeyance for the time being.

Consolidated Classification Committee Bars Used Sacks

The Consolidated Classification Committee has now issued its Docket No. 34, dated June 13, 1928, Item No. 208 of which provides that with the exception of grain bags, shipments of flour and other grain products, in second hand bags, will not be accepted.

If this proposal is adopted by the Consolidated Classification Committee it will mean that the use of second hand cotton, jute or burlap bags will not be permitted in the shipment of flour and other grain products, the only exception being that the use of second hand grain bags will be permitted.

It will be noted that in Consolidated Classification Committee Docket No. 32, issued in December, it was proposed to prohibit only the use of second hand cotton sacks (other than grain bags), and no restrictions were put on the use of second hand jute or burlap. In Docket No. 34, of June 13th, it is proposed to restrict the use of second hand sacks to grain bags only.

The Millers' National Federation has arranged with the Consolidated Classification Committee for a hearing on Docket No. 34.

Forest Products Laboratory to Study Timber Utilization in Appalachians

The United States Forest Products Laboratory, having completed logging and milling studies in the forests of the Lake States and in Arkansas, is now sending a crew into the Appalachian region to carry on similar studies there in coöperation with District 7 of the Forest Service, the Appalachian Forest Experiment Station, the Bureau of Plant Industry, and the Bureau of Entomology, all of the United States Department of Agriculture.

The Pisgah National Forest in North Carolina will be the first center of operations. Logging operations in the Natural Bridge and Shenandoah National Forests in Virginia will be studied late in the season.

The Appalachian study will furnish information which will serve to guide the Forest Service in the contract stipulations of its timber sales and be helpful in establishing correct forest management policies for the region. The laboratory crew and the co-operators will obtain information on lumber grades, defects, overrun, production costs, and amount of waste in woods and mills. More highly specialized investigations will include an intensive study of defects from the pathological and the entomological aspects, improvement of small mill practice, characteristic defects in different species, seasoning methods, little-used species, and log-bucking practice.

R. D. Garver of the Forest Products Laboratory will direct the portion of the work assigned to the laboratory.

Columbus Export & Lumber Co. to Operate Stave Plant

With the organization of the Columbus Export & Lumber Company, Columbus, Miss., plans have been arranged for the immediate reopening of the large stave plant here formerly owned by the Lucas E. Moore Stave Company. The plant and timber holdings were acquired at receiver's sale by L. Marx of Columbus and the company he has organized to operate it is officered as follows: L. Marx, president; Guy I. Frazier, Memphis, vice-president; Julius Marx, Columbus, treasurer, and W. D. Kennedy, New Albany, secretary and general manager. The latter has had many years' experience in the stave business. The new company has an almost inexhaustible supply of timber. It is announced that gum and oak will be exclusively used in the production of staves.

Houston Cooperage & Tub Co. Starts New Plant in Operation

The Houston Cooperage & Tub Company, with general headquarters at Houston, Tex., has placed its new plant at San Antonio, Texas, in operation manufacturing kegs and barrels of all sizes. The plant is the largest in this section of the State.

Apple Crop Prospects Continue Favorable

The total apple crop of the United States is estimated at 178,185,000 bushels, according to the July 1st report of the Department of Agriculture. This is about a third more bushels than were harvested last year and about one-fourth less than the heavy crop produced in 1926. The estimated commercial apple crop of 33,196,000 barrels reflects the rather heavy production expected on the Pacific Coast. There has been general complaint of a heavy "June drop" in northern and eastern areas. Some Virginia areas report prospects for a fairly large crop of good quality while some northern areas complain of scab.

The following table shows condition of crop July 1st, probable commercial production this season and production last year:

	Condition July 1, 1928	Estimated Production 1928 Barrels	Production 1927 Barrels
Maine	73	496,000	455,000
N. Hampshire	75	211,000	230,000
Vermont	75	140,000	190,000
Massachusetts	69	652,000	530,000
Rhode Island	77	69,000	50,000
Connecticut	76	234,000	180,000
New York	59	4,584,000	2,721,000
New Jersey	60	607,000	611,000
Pennsylvania	55	1,148,000	850,000
Delaware	59	385,000	300,000
Maryland	51	356,000	400,000
Virginia	53	2,485,000	1,500,000
W. Virginia	50	1,064,000	1,400,000
N. Carolina	64	234,000	91,000
Georgia	71	119,000	80,000
Ohio	47	565,000	541,000
Indiana	56	162,000	92,000
Illinois	49	1,032,000	804,000
Michigan	55	1,047,000	757,000
Wisconsin	76	134,000	90,000
Minnesota	80	42,000	37,000
Iowa	42	90,000	69,000
Missouri	..	437,000	290,000
Nebraska	30	40,000	110,000
Kansas	34	179,000	449,000
Kentucky	71	126,000	25,000
Tennessee	66	82,000	27,000
Oklahoma	34	12,000	20,000
Arkansas	49	545,000	160,000
Montana	81	80,000	65,000
Colorado	67	707,000	751,000
New Mexico	45	169,000	120,000
Arizona	60	8,000	10,000
Utah	78	184,000	134,000
Idaho	76	1,252,000	1,800,000
Washington	84	9,866,000	7,434,000
Oregon	80	1,414,000	975,000
California	87	2,239,000	1,552,000
U. S.	81.6	33,196,000	25,900,000

Potato Crop of Canada Will Have Larger Yield Than in 1927

The three Prairie Provinces report from 5 to 15 per cent. increase in the acreage planted to potatoes this season, but last year the acreage for the combined provinces amounted to 102,984 acres. The principal reason for the increase is attributed to the uncommonly favorable spring weather, which has given the farmers ample time to put in the crops; also owing to the low price of potatoes this spring, the farmers have a large quantity of stock on hand for seed purposes.

There is about double the crop of early potatoes planted in Ontario this season. In Essex and Kent Counties about 1,090 cars are expected to be shipped, of which 550 will probably move in straight carlots and the balance be trucked to local markets. It is expected the late crop acreage will be increased by about 10 per cent. over last year. The 1927 acreage amounted to 159,871.

The potato acreage of Quebec will be practically the same as last year, which amounted to 162,000 acres. The majority of the planting took place from May 8th to June 8th, but owing to cool weather and heavy rains, planting has been delayed in some sections 10 to 20 days. Many low lands have had to be replanted in some sections.

The potato acreage in the Maritime Provinces is expected to equal last year's planting of 127,400 acres. Generally speaking, planting is about 10 days later than last year, and at time of writing this report, it is estimated that not more than 50 per cent. of the planting is completed.

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Increased Potato Crop Predicted

As a result of above-average returns for three years in succession, the acreage of potatoes has been increased in nearly all States this year, says the July 1st report of the United States Department of Agriculture. Including a few fields that were still to be planted after the first of July, the total acreage of potatoes in the United States is estimated at 3,842,000, compared with a revised estimate of 3,517,000 acres harvested last year, an increase of 9.2 per cent. It is still too early to accurately forecast the yield in the northern States, but with average weather conditions during the remainder of the season, a yield slightly above that of last year may be expected, indicating a total potential crop of around 443,640,000 bushels.

The following table gives condition of crop on July 1st, the estimated output for 1928 and the output of 1927:

	Condition July 1, 1928	Estimated Production 1928 Bushels	Production 1927 Bushels
Maine	86	38,459,000	32,092,000
N. H.	80	1,824,000	1,800,000
Vermont	83	2,963,000	3,255,000
Mass.	80	1,792,000	1,400,000
R. I.	85	272,000	220,000
Conn.	84	2,213,000	1,635,000
New York.	81	32,432,000	28,620,000
New Jersey	91	8,973,000	9,177,000
Penna.	85	29,869,000	26,400,000
Delaware	87	700,000	714,000
Maryland	87	4,775,000	5,246,000
Virginia	90	18,792,000	19,760,000
W. Virginia	90	6,862,000	5,989,000
Ohio	83	12,948,000	12,180,000
Indiana	88	6,125,000	5,035,000
Illinois	88	6,838,000	5,376,000
Michigan	82	32,748,000	23,120,000
Wisconsin	87	32,064,000	23,920,000
Minnesota	81	33,599,000	33,128,000
Iowa	94	7,021,000	6,396,000
Missouri	90	9,540,000	7,055,000
N. Dakota	82	9,451,000	11,526,000
S. Dakota	82	5,387,000	7,590,000
Nebraska	93	8,788,000	8,904,000
Kansas	90	6,318,000	5,390,000
Kentucky	90	5,324,000	4,732,000
Tennessee	89	4,094,000	3,432,000
Montana	79	4,148,000	5,400,000
Wyoming	90	2,691,000	2,414,000
Colorado	86	19,445,000	16,046,000
N. Mexico	75	117,000	150,000
Arizona	90	216,000	320,000
Utah	83	3,104,000	2,970,000
Nevada	93	949,000	780,000
Idaho	88	21,416,000	24,380,000
Washington	85	10,693,000	13,430,000
Oregon	89	5,091,000	6,240,000
California	85	8,330,000	7,956,000
U. S.	84.8	443,640,000	402,149,000

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1928 Sweet Potato Crop May Not Reach Output of 1927

The acreage of sweet potatoes is estimated at 856,000, compared with 931,000 acres harvested last season, according to the July 1st report of the United States Department of Agriculture. The acreage has been sharply decreased in practically all of the important cotton States. North of the cotton belt the acreage has increased somewhat. The crop has encountered unfavorable weather so far, but the total production seems likely to be nearly up to the average of the last five years.

The following table shows condition July 1st, the estimated output for this year and the production in 1927:

	Condition July 1, 1928	Estimated Production 1928 Bushels	Production 1927 Bushels
New Jersey	88	2,394,000	1,890,000
Delaware	84	916,000	880,000
Maryland	81	1,336,000	1,584,000
Virginia	80	5,400,000	5,805,000
W. Virginia	80	320,000	330,000
N. Carolina	79	7,837,000	10,146,000
S. Carolina	76	3,999,000	5,300,000
Georgia	76	8,592,000	10,560,000
Florida	73	2,069,000	2,668,000
Ohio	80	300,000	399,000
Indiana	80	216,000	224,000
Illinois	..	1,086,000	1,030,000
Iowa	88	282,000	270,000
Missouri	81	1,316,000	1,344,000
Kansas	85	3,440,000	408,000
Kentucky	77	1,505,000	1,488,000
Tennessee	75	4,500,000	4,704,000
Alabama	73	5,963,000	7,350,000
Mississippi	75	4,956,000	7,728,000
Louisiana	75	6,615,000	9,702,000
Texas	75	8,729,000	11,970,000
Oklahoma	79	1,896,000	2,438,000
Arkansas	78	3,182,000	4,408,000
New Mexico	84	118,000	102,000
Arizona	91	141,000	120,000
California	87	1,305,000	1,080,000
U. S.	77	75,282,000	93,928,000

Canadian Apple Crop in Barreled Sections Will Exceed 2,000,000 Barrels

Average Yield Lower Than Expected—June Drop Caused Heavy Reduction in Estimates—Western Ontario Will Have Good Crop

Reports on July 1st from the fruit producing provinces indicate good crops of all fruits in British Columbia and slightly below average yield in the eastern provinces with the possible exception of cherries, plums and peaches in Ontario where an increased production is promised. The commercial apple crop points to an increase of 12 per cent. with 3,157,360 barrels as compared with 2,810,600 in 1927, and approximately 2 per cent. increase over the five-year average (1922-27) of 3,105,800. This increase reflects the heavy crop in British Columbia, as all eastern commercial districts report a heavy June drop and reduced yields. Early apple varieties such as Duchess and Wealthy promise to be good crops in British Columbia, Ontario and Quebec.

The following table is a summary of the commercial apple crop for Canada, and by provinces, from 1922 to 1927, with 1928 estimated, together with a five-year average:

	B. C. (bbls.)	Ont. (bbls.)	Que. (bbls.)	N. B. (bbls.)	N. S. (bbls.)	Canada (bbls.)
1922	920,400	1,304,250	141,039	30,000	1,493,852	3,889,541
1923	1,110,000	978,300	42,311	25,000	1,683,330	3,838,641
1924	892,030	684,810	71,175	31,250	1,276,225	2,955,492
1925	953,020	950,140	70,900	40,000	956,060	2,970,120
1926	1,311,800	573,600	111,600	30,000	927,370	2,954,370
1927	1,079,500	673,500	104,600	28,000	925,500	2,810,600
1928 (estimated)	1,483,200	664,210	101,000	22,400	886,550	3,157,360
5-year average 1925-27	1,069,270	772,070	80,117	30,850	1,153,597	3,105,845

Nova Scotia to Have 886,550 Barrels of Apples

Nova Scotia apple prospects are reported as being not quite so good as the blossom indicated. There has been a very heavy "June drop," which is still not quite completed in many districts, making it difficult to estimate probable yield. However, judging from present conditions throughout the Annapolis Valley, the outlook points to a commercial crop 96 per cent. of 1927, or 886,550 barrels, as compared with 925,500 last year. This is the third year in succession that this province has had a light crop. In some localities, Ben Davis, Gano, Baldwin, Blenheim and Gravenstein are looking well. Stark have dropped very badly in most districts. Insect pests have been numerous, cankerworm and other leaf-eating insects playing havoc in unsprayed orchards. Commercial estimate by districts (barrels), (figures in parentheses representing 1927), is as follows: Annapolis County West, 108,000, (90,000); Annapolis County East, 70,000, (70,000); King's County North to Kingsport, 200,000, (200,000); King's County South, Kingston-Kentville, 193,050, (175,000); Port Williams-Windsor, including Hants County, 306,400, (383,000); Queen's-Lunenburg Counties, 9,100, (7,000).

New Brunswick Apple Crop Below 1927 Output

A report from the New Brunswick Department of Agriculture, dated July 10th, states that the commercial apple crop prospects in the St. John Valley are for a crop 80 per cent. of last year, or 22,400 barrels, compared with 28,000 barrels in 1927. McIntosh promise a very light crop; Fameuse and Dudley, good; Wealthy and other fall varieties, only fair; winter varieties, light to medium crop. Scab is showing up except in orchards thoroughly sprayed.

Lighter Set Than Usual in Quebec

Most districts in the Province of Quebec experienced cool, wet weather during the blossom period, with the result the set has been lighter than expected. The commercial crop is now estimated at 101,000 barrels as compared with 104,600 barrels in 1927. Early varieties are generally heavy, while winter kinds are light. McIntosh and Fameuse promise to be below an average crop, with the former variety the lighter. Yellow Transparent, Duchess, St. Lawrence and Wealthy indicate to be the leading varieties. In the Rougemont, Abbotsford, St. Hilaire and Hemmingford districts, McIntosh are fairly light and Fameuse patchy. Although reports from Abbotsford infer that McIntosh are light, this variety constitutes a large portion of the crop. Wet weather is reported to be causing the development of scab in practically all localities. The commercial estimate by districts for July, 1928, as compared with the final estimate for 1927, (figures in parentheses representing 1927), (barrels), is as follows: Abbotsford, 17,250, (11,000); Rougemont, 22,400, (14,000); St. Hilaire, 24,000, (40,000); Chateauguay-Woodlands, 3,800, (4,000); Oka-La Trappe-St. Joseph, 6,375, (7,500); Montreal, 6,000, (6,000); Hemmingford, 4,000, (5,000); Chateau Richer, 3,500, (3,500); Island Orleans, 4,000, (8,000); Charlesbourg, 3,000, (3,000); Dunham-Sweetsburg, 960, (1,200); Mt. Johnson, 1,750, (1,400).

Western Ontario Will Have Good Crop

The commercial apple crop in Ontario, which includes both the eastern and western districts, is now estimated at 664,210 barrels as compared with 673,500 in 1927, or a decrease of approximately 2 per cent. Early varieties, such as Duchess, Wealthy, Wolf River and Alexander, are heavy throughout the province. On the other hand, winter varieties, such as Spy, McIntosh and Stark, are light. Western Ontario promises an increased crop of 10 per cent. over last year, while eastern Ontario's yield is reduced by 18 per cent. Excessive rains have made it difficult for regular spraying operations with the result that scab is spreading rapidly.

The western Ontario commercial apple crop promises to have a yield 110 per cent. of 1927, or approximately 430,080 barrels compared with 391,030 last year. The commercial estimate in barrels by districts is as follows, (1927 figures in parentheses), followed, in each case, by the leading varieties for the district: Burlington District, 105,600, (84,500), Greening, King, Blenheim, Snow; Niagara District, 95,300 (95,300), Duchess, Greening; Norfolk County, 40,000, (40,000), Duchess, Spy, Snow, Tolman; Elgin and Oxford Counties, 53,100, (50,600), Duchess, Wealthy; Essex and Kent Counties, 11,000, (11,000), Duchess, Greening, Wagner; Middlesex County, 21,180, (35,300), Duchess, Wealthy, Greening, King; Lambton County, 15,400, (12,330), Duchess, Wealthy, McIntosh, Snow, Russet, King, Ben Davis; Huron County, 9,000, (9,000), no report; Georgian Bay District, 79,500; (53,000), Duchess, Spy, Russet, Wagner, Ben Davis. Reports show Duchess and Wealthy to be heavy in all districts and Spy and McIntosh light except in Norfolk County and Georgian Bay District. Quality will probably be very variable owing to infestation of scab.

Wet, cool, weather conditions in eastern Ontario during the blossom period were unfavorable for a good set of fruit, with the result the "June drop" proved to be heavier than expected. Indications at the present time are for a commercial crop of apples amounting to approximately 82 per cent. of 1927, or 234,130 barrels, as compared with 282,470 barrels last year. Early varieties such as Duchess, Wealthy and Wolf River, and winter kinds, such as Ben Davis and Gano, promise a good crop in all districts. McIntosh are reported to be light in all sections, except in the St. Lawrence Valley, where they are heavier than last year. Spys are patchy, being fairly good from Whitby to Colborne, while they are light in Brighton, Trenton-Belleville, and Prince Edward County Districts. The present outlook is for a heavy infestation of scab. July estimate in barrels by districts, compared with the final figures for 1927, (figures in parentheses representing 1927), is as follows: Whitby-Oshawa-Bowmanville-Newcastle, 32,060, (42,750), Port Hope-Cobourg-Colborne, 73,060, (73,060); Brighton, 20,800, (29,720); Trenton-Belleville, 62,840, (89,780); Prince Edward County, 27,870, (37,160); St. Lawrence-Ottawa Valley, 17,500, (10,000).

Macaroni Industry a Prolific Field for Wooden Barrel Trade Promotion Work

Purchases of Flour by Macaroni Manufacturers Reach Yearly Total Equal to 80,000 Barrels—Trade Extension Activity Will Demonstrate Merits of Wooden Barrel as Shipping Package for Flour Supplies

Written Specially for "The Journal"

Business men who ship large quantities of their products do not usually consult their own preferences in the matter of packages, but use the style of package preferred by their customers. When flour millers ship in bags it is because their customers, not being educated in sanitary matters, are willing to accept flour in bags. The miller uses bags because nobody objects to them. If an enlightened public demanded flour in sanitary packages the miller would at once give a large contract for barrels, or would open a shop, buy stock and make as many barrels as his mill could use. If your flour barrel trade is slipping away from you, there is not much use in quarreling with the flour miller. It is really asking too much of this miller to expect him to force barrels on his customers, or to conduct an educational campaign to promote the use of your products. You must carry on this educational campaign yourselves, and show the consumers that the public health requires that flour be shipped in barrels. To get the trade of the miller, appeal to his customers, but not necessarily to the retail grocer, for he is a rather difficult subject.

A Difficult Matter to Educate the Entire Grocery Trade to the Use of Wooden Barrels

A typical retail grocery in New Orleans is located on a corner in a residence section, and is operated by the proprietor, with his wife as chief clerk and his children as assistants after school hours. His space is small and his stock is small, but he is popular, for he is a good fellow and fills a public need, and so his turnover is rapid. His customers patronize the bakers, so his demand for flour is so small that he buys it in paper sacks, each of which contains twenty-five two-pound bags. This flour is probably not made into bread, but the housewife buys it two pounds at a time for some special purpose. When this grocer buys buckwheat flour he lays in a stock of one dozen, or perhaps two dozen one-pound packages, knowing that his customers will not call for more than one pound at a time.

These little groceries in the aggregate handle a considerable amount of flour, but it would be a large undertaking to try to interest this trade in barrels. Why not go direct to the large consumer and show him the advantage of ordering his supplies in barrels?

Macaroni Industry a Fertile Field for Wooden Barrel Propaganda

One of the large users of flour is the macaroni industry. Macaroni was once regarded as an exclusively Italian dish, and for a long time there was a prejudice against it that has even yet not entirely vanished, for it is still a theme for the village small wits. Tell the man on the street that there are five hundred million pounds of macaroni made in the United States every year, and he is likely to reply that he did not know that there were enough "Dagoes" in the world to eat that much. Figure out for him how many times this vast amount of macaroni, if put end to end, would lap around the world, and he will figure out for you how many times an ounce of spaghetti will lap around your neck if you do not use your fork skillfully. In spite of ridicule, however, the value of this wholesome and nutritious food is generally recognized, and many leading magazines now carry attractive advertisements setting forth its merits.

Large Cities the Center of Macaroni Production

The chief centers of macaroni production in the United States are New York, Philadelphia, Chicago, St. Louis and New Orleans. New Orleans is the chief center of the export trade, and ships macaroni to Mexico, the West Indies, South America and nearly all European countries, including, it is said, Italy. Shipping macaroni to Italy, where this excellent dish was invented, is certainly an achievement.

80,000 Barrels of Flour Used Yearly by New Orleans Macaroni Manufacturers

The macaroni industry in New Orleans uses 80,000 barrels of flour per year, though, unfortunately, the word barrel is here used only as a standard of measurement, and most of the flour is received in bags.

Cleanliness of Wooden Barrel a Feature That Would Appeal to Macaroni Industry

The strongest claim advanced by the makers of macaroni is that their processes of manufacture are all perfectly sanitary, and that they observe the utmost cleanliness, and their claims are fully justified by the facts. In New Orleans, at least, the appearance of their factories is the best possible advertisement of their products. Every factory here is spick and span, a model of neatness, and is as clean as the well kept kitchen in a model home, but there is one drawback. These men who take such pride in the purity and cleanliness of their products, often use flour that has been shipped to them in bags, exposed to contamination of vermin, germs and filth in cars, on boats, on docks and in warehouses. It is probable that the same is true of the macaroni industry in other towns.

Use of Wooden Barrel Carries With It a Valuable Advertising Slogan

If these men were shown the merits of the barrel, and the advantages of buying their flour in barrels, is it not probable that they would see the point? When they pay for expensive space in high class magazines to tell the world about their sanitary methods and the cleanliness of their plants, and state that their products are made of "the flour of choice, selected durum wheat," would it not be to their interest to add, "This flour reaches us in high class, vermin proof, germ proof, dirt proof packages. In fact it is shipped in barrels, the best package made?"

Wooden Barrel Trade Promotion Should Be Started at Once

If you are waging an educational campaign for the promotion of the barrel, why not begin with the macaroni makers? They are not in the market for barrels for their products, for they have special packages of their own which seem to suit them very well, but it would be of great benefit to the cooperage industry if they could be convinced that in the interest of cleanliness and the public health, and as a good talking point for their own industry, they should buy their flour in barrels.

You are probably acquainted with the macaroni maker in your town. Why not have a heart to heart talk with him on the subject of sanitary packages? The largest producer of macaroni in New Orleans is the National Food Products, Inc., which is located at Howard Avenue and Fulton Street, and of which Leon J. Tujague is president, and J. Cusimano is vice-president. The three plants of this concern represent an investment of $600,000, and their output is twelve million pounds a year. If they bought their flour in barrels it would mean work for some cooper, and would supply this market with a good many much needed used barrels, which would bring a good price.

Go After the World's Cement Trade for the Wooden Barrel*

1927 World-wide Production of Cement Totaled 396,541,730 Barrels—U. S. Shipments Reached 171,865,000 Barrels—Use of Wooden Barrels Can Be Increased by Proper Publicity and Sales Effort

By C. F. STEPHENSON,
Minerals Division, Department of Commerce

The world production of Portland cement during 1927 was estimated at 396,541,730 barrels (barrel=376 pounds), as compared with an estimated production of 230,889,701 barrels during 1913. Of this 165,652,000-barrel increase, the United States accounted for 81,109,000 barrels, or nearly 49 per cent. The potential productive capacity of all the Portland cement mills throughout the world at the end of 1927 is estimated at 541,510,000 barrels. The quantity of Portland cement entering into international trade, based on export statistics of the leading Portland cement producing countries, during 1927 amounted to 35,176,548 barrels, as compared with 26,525,312 during 1913. With the exception of Switzerland and Russia, every country that was a producer in 1913 had a larger output during 1927 than during 1913, and German cement mills during 1927 produced quantities equaling their pre-war production for the first time since the war. Several countries, moreover, which were noncement producers until the beginning of the present decade, now manufacture comparatively large quantities of this commodity.

What An Opportunity is Presented for Increased Use of the Wooden Barrel

The enormous potential capacity of the world's Portland cement plants, estimated at 541,510,000 barrels, represents nearly 145,000,000 barrels more than were actually produced during 1927. Of this 145,000,000 barrel latency, United States mills alone account for nearly 54,000,000 barrels, or 37.1 per cent., and German mills for 22,000,000 barrels, or 15.1 per cent. The total production of Portland cement plants in the United States for the year 1927 was 76.3 per cent. of their indicated capacity at the close of that year, according to the June cement summary of the United States Bureau of Mines. The ratio of world production of Portland cement to world capacity for the same year is estimated at 73.2 per cent.

A World-wide use of Cement Barrels is Possible if Cooperage Trade Will Go After This Business

Oversea trade in Portland cement has never been of great magnitude, principally because the raw materials necessary to its manufacture are so widely distributed throughout the universe as to permit the erection of cement mills in nonproducing countries as soon as demands therein become heavy. This statement, of course, is rather broad and is to be taken accordingly, yet Portland cement is now manufactured in 49 countries, or noncontiguous sections thereof, and it appears that capital is always available for the erection of new plants in any section of the world where sufficient demand is deemed to exist. Thus it might be said that the tendency throughout the world today is directed toward national self-sufficiency in Portland cement.

A statement of this kind, however, demands certain modifications. Several countries which now produce Portland cement in comparatively large quantities are still importing nearly as much as they did before plants were installed within their borders. The reasons are many. Among the most important are: (1) World demand for Portland cement is steadily increasing; (2) foreign cement is still demanded in many of the home markets of the newly erected mills in Latin America and the Far East because of its reputed better quality; (3) lower production costs in certain European countries, combined with the ability of these same countries to ship their product to transoceanic markets at very low ocean freight rates, enable them to penetrate outlets thousands of miles away and to undersell the local product.

There are other factors, too, which deserve consideration in this connection. The Netherlands, for example, although possessing an abundance of raw material satisfactory for the manufacture of Portland cement, has never produced more than negligible quantities, because the Belgian product and "dumped" German cement have been available in its markets at very low prices. It is said, however, that but little profit has accrued to the Belgians from their cement shipments into the Netherlands in recent years, and it is known that the German cement has been selling there at prices considerably under those within Germany itself. Some months ago, nevertheless, a year's agreement for a division of the Netherland market was made by the German and Belgian cement manufacturers. Shortly afterwards the price of Portland cement in the Netherland market rose and, concomitantly, there was activity toward the completion of the new modern cement plant at Maastricht, in southeast Netherlands, started some years previous but never completed by its founders because they feared their inability to compete with foreign cement. The capacity of this new plant is estimated at 1,759,000 barrels, or 40 per cent. of the Netherland present Portland-cement needs. It probably will begin actual production by the end of 1928. A price war hitherto had precluded the possibility of the profitable operation of any cement plants in the Netherlands.

Great Increase in Cement Production in Cuba and South America

In this hemisphere, South America in general and Cuba are tending toward greater self-sufficiency in Portland cement. During 1913 Cuba, with no local cement industry, imported 795,600 barrels. Cuban cement consumption during 1927 approximated 1,600,000 barrels, practically all of which was produced locally. Brazil, with a domestic production of 15,000 barrels in 1913, imported 2,728,000 during that year. In 1927 its domestic cement industry, working at full capacity, produced 400,000 barrels and 2,598,000 were imported.

United States Shipped 171,865,000 Barrels of Cement in 1927

The United States during 1913 produced 92,097,000 barrels of Portland cement and imported 85,470 barrels. During 1927 the United States Portland cement industry, with a capacity of 213,000,000 barrels and shipments amounting to 171,865,000, imported 2,050,000 barrels. Thus, even though the American cement industry was well able to take care of domestic Portland cement requirements, and notwithstanding the enormous expanse lying between the United States and Europe, European cement was able to penetrate American seaboard markets owing to price differential. The Cuban cement industry, on the other hand, with its plant located near the chief consuming centers and aided by governmental protection, was able to compete with foreign cement in practically every section of the island. (Cement imported into Cuba, originating in countries other than the United States, is dutiable at the rate of $0.50 per 100 gross kilos. Cement imported from the United States is dutiable at the rate of $0.40 per 100 gross kilos. There is also a surtax amounting to 3 per cent. of the duty.) Brazil's cement plant is located at Sao Paulo, a distance of about 320 miles from Rio de Janeiro. Its capacity recently has been increased to about 1,000,000 barrels a year. It will be interesting to see whether the product of this plant, reputed to be of as good quality as any, can compete with foreign cement in the Rio de Janeiro market.

The Future of the Cement Industry

Whether international trade in Portland cement will continue to increase notwithstanding the tendency toward national self-

* Article reprinted from *Commerce Reports*.

sufficiency remains a mooted question. It is certain that the consumption of Portland cement throughout the world will continue to increase. It appears equally certain that countries like Belgium, with large modern cement plants in close proximity to excellent raw materials and fuel; with inland transportation costs to seaboard of only $0.28 to $0.42 per metric ton, according to distance of the haul; and with exceedingly low production costs, combined with the ability to ship the product to transoceanic markets at very low freight rates, enjoy advantages which will continue to permit them to compete not only in the markets of countries in close territorial propinquity, but also of those far removed from their shores—if no artificial means are taken to retard them.

It has been said that the quantity of cement imported into the United States as compared with the amount produced by the American mills is too small to affect the prosperity of the American cement industry. This statement might be true if it were possible to distribute the imported cement throughout the entire United States, but the fact is that the bulk of our imported cement is sold in important seaboard markets and vitally militates against the prosperity of the domestic mills which were erected to take care of these requirements. For example, during 1925 almost 10 per cent. of the cement consumed in Massachusetts was of foreign origin, during 1926 this item amounted to 20 per cent., during 1927 to 17 per cent., and for the first four months of 1928 to over 36 per cent.

Reasons for Decline in American Cement

Exports of Portland cement from the United States have decreased from 4,000,000 barrels during 1913 to fewer than 817,000 in 1927, although the ratio of production to indicated capacity of the American Portland cement industry was but 76.3 per cent. last year. Sales of American cement abroad, outside of this hemisphere, always have been negligible—Canada, Cuba, Central and South America have always taken at least 95 per cent. of the foreign cement shipments. (Commodity shipments from the United States to Porto Rico, Hawaii, and Alaska are not recorded by the United States customs as foreign; such trade is listed as "Commerce with noncontiguous territories of the United States.") One reason for the loss of the United States pre-war Portland cement export trade is, of course, the inability to compete with low-priced European cement in foreign markets, notwithstanding the favorable impression American cement always has made therein because of its quality. European cement producers in many instances not only enjoy the natural and economic advantages mentioned heretofore—excellent raw materials, cheap inland water transportation, and propinquity to seaboard and low-priced labor—but often procure ocean transportation at very low, and sometimes at ballast, rates, because of the availability of space in steamers westbound from Europe to this hemisphere. Shipments from Central and South America to Europe consist mainly of raw or bulky materials which occupy large space; conversely, exports from Europe to Central and South America consist mainly of manufactured goods which occupy generally but small space in proportion to value, thus permitting the carriage of commodities like cement at low rates, not only to fill the ship but in many cases to obviate the necessity of handling ballast.

Principal United States Outlet More Self-Sustaining

These factors, important as they are, do not represent the principal reasons contributing to the loss of the United States Portland cement export trade. During 1913, for example, five countries—Panama, Canada, Cuba, Brazil and Mexico—together took 3,432,000 barrels, or 86 per cent. of the American shipments abroad. Last year these same five countries took a total of 317,000 barrels, or 39 per cent. of our 1927 cement exports. In 1913 construction of the Panama Canal was still active, which accounts for shipments there of 1,214,000 barrels, or 30 per cent. of the total American foreign shipments. (All shipments from the United States to the Canal Zone carried in merchant vessels are considered as exports.) In 1913 Cuba purchased 697,000 barrels of cement from the United States; during 1927 United States cement shipments to Cuba amounted to but 107,000 barrels. Cuba possessed no domestic cement industry in 1913, whereas its domestic production in 1927 amounted to over 1,500,000 barrels. Brazil's domestic production of cement in 1927 was twenty-seven times as great as in 1913, and Mexico's cement industry now produces around a million barrels annually. Venezuela and Uruguay are the only South American countries which imported more cement from the United States in 1927 than in 1913. The increased American cement shipments to Venezuela in recent years have been used in connection with the expansion of its petroleum industry. At least 50 barrels of high-quality cement are required for every well drilled, and during 1926 and 1927, respectively, there were 358 and 393 oil wells drilled in Venezuela.

American shipments of cement abroad, it is evident, have shown a steady decrease since the war, primarily because Latin America, the principal foreign market, is becoming more and more self-sustaining in its cement requirements, and, secondly, because the completion of the Panama Canal necessarily greatly lessened demand for cement in this region.

Although United States exports of Portland cement are steadily decreasing, notwithstanding the concerted efforts on the part of certain American manufacturers in recent years to increase this trade, the enormous latent strength of our Portland cement industry is so great that it will continue to influence somewhat international trade in this commodity.

The Belgian Cement Industry Favorably Located

Belgium, from both a natural and an economic standpoint, is pre-eminently fitted for the manufacture and exportation of Portland cement. During 1913 it produced approximately 8,790,000 barrels and exported about 5,200,000, or 59 per cent. of its total production during that year. Belgian Portland cement production in 1927 is estimated at 15,800,000 barrels, about 91 per cent. of its indicated capacity, or an average of 2 barrels for every inhabitant of that country. This compares with a per capita cement production in the United States of 1.46 barrels; Denmark, 1 barrel; Norway, 0.8 barrel; and Germany, 0.7 barrel during the same year. Belgium's exports of cement during 1927 amounted to 9,611,000 barrels, or 60 per cent. of its production for that year. During 1926 cement exports approximated 8,568,000 barrels.

The principal foreign markets for Belgian Portland cement in 1913 were Argentina, the Netherlands, Great Britain, and Brazil. These four countries took more than 60 per cent. of the total foreign cement shipments during that year. In 1926 and 1927, however, the United States, which imported but 600 barrels from Belgium during 1913, took, according to Belgian statistics, 2,172,158 and 1,392,163 barrels, respectively. (United States customs statistics record imports from Belgium during 1926 and 1927 as 2,407,013 barrels and 1,483,834 barrels, respectively.) These figures show that Belgium's exports of Portland cement during 1926 and 1927 were, respectively, 3,367,677 and 4,411,099 barrels more than during 1913, and of this increase the American market alone accounted for 2,171,558 barrels during 1926 and 1,391,563 barrels during 1927. In 1926 the United States was Belgium's largest foreign cement market. During 1927 the Netherlands and Great Britain preceded the United States, which ranked third in importance. Latin America, as a whole, imported fewer barrels of cement from Belgium during 1926 and 1927 than during 1913, but the loss was more than compensated by increased shipments to the Netherlands, Great Britain, and to Belgium's new postwar market, the United States. The British cement manufacturers, as well as the American, are greatly concerned about the increasing use of Belgian cement in their respective domestic markets, but as yet neither of them has been able to do much to curb this trade because of price differential.

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The International Cooperage Company of Niagara Falls, N. Y., is now operating its barrel plant at Fayetteville, Tenn., steadily. The plant is modern and is turning out barrels in large quantities. It is located near the condensed milk plant of the Borden Company, one of its customers.

William Watts

William A. Watts, 53 years of age, for many years well known in the Southern tight cooperage and hardwood lumber business, died on Saturday evening, July 14th, at the Kentucky Baptist Hospital, Louisville, after a serious illness of a month.

Mr. Watts spent his entire business life with the Chess & Wymond Co., of Louisville, starting with that company as an office boy when eighteen years of age, becoming office manager, secretary, treasurer, vice-president and succeeded the late Louis H. Wymond, as president, following the latter's death. Still later he became chairman of the board of directors when William I. Wymond was made president. In August, 1925, upon his fiftieth birthday, he retired as chairman of the board, and from active connection with the business, but remained chairman of the boards of the Graham Stave & Heading Co., of Jackson, Miss., and the Chess & Wymond Co., of Louisiana, subsidiary corporations, and producers. He was a member of the Scottish Rite, Shriners and Knights Templars. He was also an Elk, and member of the Pendennis Club, the Louisville Country Club, and Audubon Country Club.

Mr. Watts is survived by his widow and mother, Mrs. Clara C. Watts, and to these the JOURNAL'S sincerest sympathy is extended.

Mrs. J. J. Andre

It was with a deep sense of sorrow that the JOURNAL received news of the passing of Mrs. J. J. Andre, wife of J. J. Andre, of E. Henning, Inc., Chicago, which occurred on July 6th.

Mrs. Andre was noted for her works of charity, and her passing will be mourned not only by her immediate family but by her many friends made during a life of doing good.

Our heartfelt sympathy is extended to Mr. Andre, a friend of many years, and to his children in their bereavement.

L. L. Gibbs

In the passing of L. L. Gibbs, which occurred at Hot Springs, Ark., July 7th, the cooperage industry has sustained a loss which will be regretted by the entire trade. Mr. Gibbs was a member of the firm of Gibbs Brothers Cooperage Company, Hot Springs, Ark.

To the immediate family of Mr. Gibbs, and to the host of friends who mourn his death, THE JOURNAL extends heartfelt sympathy.

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J. C. Pennoyer Co., Chicago, Ill. 16

NAILS, STAPLES, TACKS, CLEATS, ETC.

Colwell Cooperage Co., New York, N. Y. ..... *
Hynson Company, The, St. Louis, Mo. 5
Redlich Manufacturing Co., 647 W. Oak St., Chicago, Ill. 25
Stanley Co., The Geo. W., Belleville, Ill. 24
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. 16

PAIL AND TUB MACHINERY

Gerlach Co., The, Cleveland, Ohio ..... I. B. C.
Trevor Manufacturing Co., Lockport, N. Y. ..... I. B. C.

SECOND-HAND BARRELS

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SLACK BARREL MAKERS AND BARREL STOCK

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Greif Bros. Cooperage Co., Cleveland, Ohio 13
Heidt & Son., C., Jersey City, N. J. 4
Jacobs Cooperage, K. W., Milwaukee, Wis. 25
Jerry & Co., Stephen, Brooklyn, N. Y. 4
Noble, Wm. K., Ft. Wayne, Ind. ..... I. F. C.
O'Donnell Cooperage Co., N. and H., Philadelphia, Pa. 25
Skuse's Cooperage, Rochester, N. Y. 25

SLACK BARREL STOCK (Manufacturers or Dealers)

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Noble, Wm. K., Ft. Wayne, Ind. ..... I. F. C.
Pennoyer Co., J. C., Chicago, Ill. 16
Struthers-Ziegler Cooperage Co., Detroit, Mich. 3
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y 16
Wineman, Jr., Henry, Detroit, Mich. 3

SLACK COOPERAGE STOCK (Manufacturers and Dealers)

Bartlett, O. L., Mound City, Ill. 24
Colwell Cooperage Co., New York, N. Y. ..... *
Fields-Latta Stave Co., Dyersburg, Tenn. 25
Greif Bros. Cooperage Co., Cleveland, Ohio 13
Henning, Inc., E., Chicago, Ill. 4
Jerry & Co., Stephen, Brooklyn, N. Y. 4
Mill Shoals Cooperage Co., St. Louis, Mo. 4
Peel & Bro., J. M., Lake Village, Ark. 25
Pennoyer Co., J. C., Chicago, Ill. 16
Powell Cooperage Co., Memphis, Tenn. 3
Sheahan Co., B. C., Chicago, Ill. 25
Skuse's Cooperage, Rochester, N. Y. 25
Smith Lumber Co., W. T., Chapman, Ala. 13
Struthers-Ziegler Cooperage Co., Detroit, Mich. 3
Sutherland, Innes Co., Ltd., Chatham, Ont. 5
Trexler Cooperage Co., Allentown, Pa. 25
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STAVE AND HEADING MACHINERY

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STEEL AND WIRE HOOPS

American Steel and Wire Co., Chicago and New York 5
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TIGHT BARREL MAKERS AND BARREL STOCK

California Barrel Co., San Francisco, Calif. 16
Chickasaw Wood Products Co., Memphis, Tenn. 4
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Hudson & Dugger Co., Inc., Memphis, Tenn. 13
National Cooperage and Woodenware Co., Peoria, Ill. 4
Pekin Cooperage Co., 330 Spring St., New York, N. Y. 5
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Sutherland, Innes Co., Ltd., Chatham, Ont. 5
Welti & Bro., A. M., Cleveland, Ohio 24

TIGHT COOPERAGE STOCK (Manufacturers or Dealers)

Coleman Co., Wm. H., Jackson, Tenn. ..... F. C.
Colwell Cooperage Co., New York, N. Y. ..... *
Eckhardt & Lennon, Monroe, La. 25
Harlan-Morris Mfg. Co., Jackson, Tenn. 25
Hennen Cooperage Co., The, Lake Providence, La. 25
Henning, Inc., E., Chicago, Ill. 4
Krafft Cooperage Co., St. Louis, Mo. 25
Ozark Stave Co., Chicago, Ill. 5
Pennoyer Co., J. C., Chicago, Ill. 16
Sheahan Co., B. C., Chicago, Ill. 25
Sigman, M. L., Monticello, Ark. 4
Sutherland, Innes Co., Ltd., Chatham, Ont. 5
Wilson Stave Co., W. W., North Little Rock, Ark. 25

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Henning, Inc., E., Chicago, Ill. 4
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Wilson Stave Co., W. W., North Little Rock, Ark. 25

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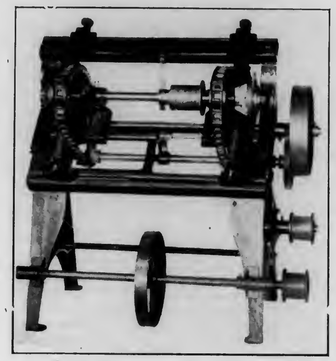

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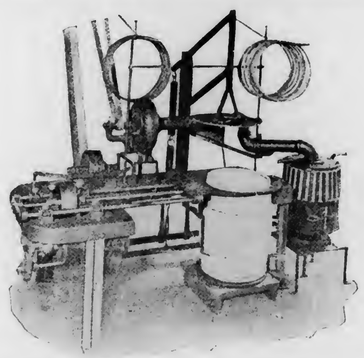

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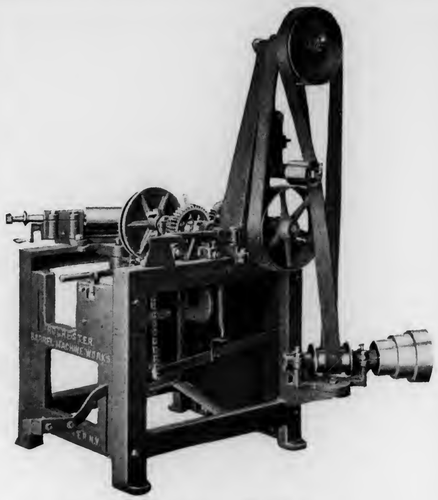

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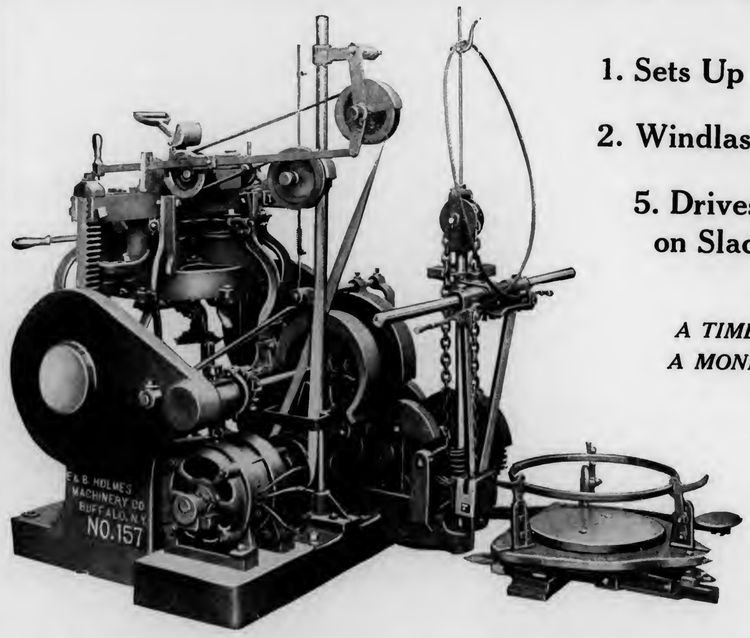

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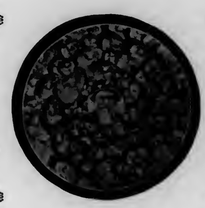

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When it comes to coopers' tools and supplies "Hynson" stands second to none. We manufacture our products and are always stocked to handle orders promptly and satisfactorily. There is nothing the barrel maker needs that we can not supply. Place your orders with us now.
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Since 1888 Manufacturers of
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Why send your saws a thousand miles to be resteeled when we can do it in the South at a large saving?
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Our office, warehouse and shop is a brick building 100 x 200 on a tract of land 200 x 200 with side track.
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Sales and Service Policies from thirty-three years' contact with the Woodworking Industries. Successful years of service make possible our selling machines on a responsible guarantee.
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Our sales records show a large portion of present day sales are made to firms who have bought from us in the past.
Here there is a sincere desire to furnish the woodworking trade dependable equipment at a substantial saving and a reasonable market for surplus machines.
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Staves, Hoops
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COOPERAGE SUPPLIES
Promptness is our Motto
GOOD STOCK is what we want to buy
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Here are the machines essential for the production of material for
ROSIN BARRELS
that will meet the specifications of the Naval Stores Industry and maintain the supremacy of the wooden barrel over all substitute packages
STAVE MACHINES
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Bulk Equalizer
Automatic Stave Cleaner
Stool Wheel Jointer
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Are you prepared to supply the rapidly increasing demand for Cylinder Sawn, Wheel Jointed and Crozed resin barrel staves? They produce a strong, uniform and handsome package
Gerlach Modern Machines will keep you in the front rank of your industry.
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Machinery and tools for the manufacture of barrels and kegs have been marketed by GERLACH for almost 75 years.

The Peter Gerlach Company was established in Cleveland in 1854. From that time to the present, the success of the company has been measured not by the rapid growth of its plant, not by the continued increase of production, nor by the yearly increase of sales, all of which steps in continuous progress have been fully evident, but the success that has been achieved is the result of always holding to the highest standards in the manufacture of their products. When the name GERLACH is stamped upon cooperage machinery, saws or tools it means that they are the best that years of experience and careful workmanship can produce.

The same policy that was inaugurated by The Peter Gerlach Company when organized, is carried on by The Gerlach Company, through the younger generation, with A. J. Gerlach, as President, and A. J. Marnie, as Secretary-Treasurer, now directing the activities of the company.

The Gerlach Company as always is keeping step with progress, and the many improvements in their cooperage machinery guarantee the same high standard of efficiency in production with the lowest cost of manufacture to users of Gerlach machinery that characterized The Peter Gerlach Company.

Each year for more than 35 years, THE JOURNAL has carried the advertising of GERLACH barrel and keg machinery. All generations of the Gerlach Company have recognized the value of the kind of publicity that THE JOURNAL gives throughout the cooperage industry.

JOURNAL advertising has been a big factor in the remarkable success that GERLACH machinery has won among cooperage manufacturers the world around. It has proved the "open sesame" to profitable business, and what JOURNAL advertising has done for the GERLACH line of manufacture it can do for any product in which the cooperage industry, as a buyer and user, is interested.

If the cooperage industry is your selling market now is the time to make a consistent trial of JOURNAL advertising. It will quickly convince you of its business pulling power in the cooperage field.

There Is No Other Like It!

The National Coopers' Journal

PHILADELPHIA

The National Coopers' Journal

FORTY-FOURTH YEAR | Philadelphia, September, 1928 | $2.00 PER YEAR VOL. XLIV, No. 5

The Buying Season for Cooperage Has Opened in New Orleans

Consumers Place Orders Far in Advance of Rush Period—Time Opportune for Soliciting Trade of Sugar Refiners—Good Demand for Used Barrels

It will be several months yet before the cane grinding season opens, but at the country mills the season is short, and there is a headlong rush of work while it lasts, so all preparations, including the buying of packages, are made as far in advance as possible, and it is high time for all coopers and stock men who hope to win back this trade for the barrel to get in touch with the sugar mills. Some men still hesitate to solicit the orders of the sugar people, doubting their responsibility, so it may be well to make a brief review of the situation, to show to what little extent these fears are well founded.

172,000 Louisiana Acres Planted in Sugar Cane

There are in Louisiana 172,000 acres planted in cane, and the lowest estimate placed on the yield per acre is 18 tons. The sugar produced from this 18 tons of cane, if sold at 4 cents per pound, which would be an incredibly low price, would bring $72.

The Federal intermediate credit banks have advanced the planters an average of $34.40 per acre as the cost of raising and gathering their crops. The highest reasonable estimate of the cost of grinding the cane and manufacturing the sugar, including overhead and the cost of packages, could not exceed $7.60, leaving the sugar grower a clear net profit of $30 per acre, after the bank's lien on the crop is paid. The land holdings of a sugar mill are large, usually 1,000 acres or more, so the profits on an average plantation would be $30,000. If you are afraid to sell to a reputable business man whose prospective profits are reasonably estimated to be not less than $30,000 it will be hard for you to find business anywhere.

It is well to bear in mind, however, that there are still some 27,000 acres in Louisiana that are planted in the old sickly, non-productive varieties of cane. The reason of this is that there were not enough seed canes of the new varieties to supply the demand. That some men still have such unprofitable crops in their fields is their misfortune and not their fault, but that does not alter the fact that they are not likely to make a profit this year, and this must be taken into consideration in dealing with them. When a planter's fields are in "P. O. J." cane it is safe to say that he will be able to pay for his purchases and have a profit left, but if he has only the old variety of cane his case may require further investigation.

Estimated Production of Molasses is 20,000,000 Gallons

In addition to the sugar it is estimated that there will be a production of twenty million gallons of molasses, which should sell for not less than 6 cents per gallon, giving the "Sugar Bowl" some additional small change, which you can figure out for yourselves.

Wooden Barrels for Molasses Shipments

The first molasses produced will be placed in storage tanks. When these tanks are filled the remainder of the production will go into barrels. Much of it will finally reach the consumer in little tin cans, but the barrel is a necessity in this business, and the number of barrels used will depend largely on how earnestly the coopers and stock mills go after the business.

Have You Ever Sold Barrel Stock to Lafourche?

Did you ever ship any sugar barrel stock to Lower Lafourche? If your mill is located in easy shipping distance of Louisiana, and if you have been in the business for several years, it is probable that you have, for the sugar mill there is a good one. They used to maintain a well appointed coopershop, and their coopers were among the first in the State to use natural gas in firing their barrels.

When the crops of sugar cane were at their worst this mill became the property of the Marine Bank & Trust Co., of New Orleans, but now that conditions have improved the bank has sold it at a profit to eastern capitalists, the consideration being in the neighborhood of $300,000. The name of the buyer has not been announced, because he is said to be considering further investments in sugar properties.

Sugar Mill Has Capacity of 1,200 Tons Daily

The mill plantation consists of only 700 acres of arable land, which is considered a small holding in the "Sugar Bowl", but the surrounding country is heavily planted in cane, and as the mill has a daily capacity of 1,200 tons it will run largely on bought cane. The mill is located about five miles below Lockport, La., and when it was a buyer of cooperage stock it ordered shipments made to Lockport, getting, of course, the benefit of the low rate of freight for water shipments. This plant is now known as the Valentine Sugar Co., Inc., mill, and if there is to be any change in the name this has not yet been announced.

Has the Barrel Ever Been Tried as a Container for Peaches?

There are many fine young peach orchards in Louisiana, but this State is not yet producing enough peaches to supply the needs of its population. The peaches used in New Orleans come from Georgia, Alabama and Mississippi, and enormous quantities of them are used in season. They are conspicuous in fruit stands and market stalls, and in the larger groceries there is usually a special counter devoted to them.

Most of these peaches are displayed for sale in baskets, and are sold by the basket, the basket being of veneer and large enough to hold two or three dozen, dependent on the size of the fruit. When a sale is made the contents of the basket are poured into a paper bag for the customer and the basket is at once refilled from a larger basket that holds about half a barrel. It is in these larger baskets that the peaches are shipped to this market, and so far none have been received in barrels.

The "Peach" Barrel is Worth Thought and Consideration

If there is any good reason why apples should be shipped in barrels, that reason will certainly apply with double force to the shipment of peaches. If coopers and stock men are still trying to hold the apple barrel trade, why do they overlook the peach trade? To judge from the amount of peaches consumed in New Orleans the growing of this delightful fruit must be an industry of enormous proportions. The retailers of peaches say that they have rever given the matter any thought, but know of no reason why the growers should not use barrels. If the cooperage men do not know of any good reason to the contrary, then why not solicit the peach trade as well as the apple trade?

Used Barrel Trade Enjoying Fair Volume of Business

The handlers of used barrels are fairly busy, for at all times there is enough business of one kind or another to take care of all of these cheap packages that are available.

The trade in used lard barrels is also fair, and the coopers readily buy all that

can be found, for if they cannot place them immediately they will be sure sellers when the cottonseed oil mills get into full operation again, which will be shortly. Most of the new packages being made here now are produced by the Brooklyn Cooperage Co. and the Southport Corporation, Inc.

Now is the Time to Solicit Next Season's Produce Barrel Stock Orders

In this vicinity vegetables are planted, harvested and to a greater or less extent shipped during ten months in the year, August and September being the off months when nothing is done, except perhaps the work of getting the fields in order. During these two months no produce barrels are sold, but on dull days, when there is little else to do, prudent coopers keep busy making produce barrels to be stored until the shipping season opens and there is a demand for them. Some shops are also on the lookout for meal grade or No. 2 stock for winter use, though they hesitate to actually place their orders until they can form some more definite idea as to what their requirements will be. They know that the coming vegetable crop will be large, but the question that keeps them in doubt is, how much of this crop will be shipped in barrels, and how much will go into substitute packages?

Good Demand for General Cooperage —More Apple Barrel Orders Looked For—C. M. Van Aken

There has been a fairly good demand for cooperage along miscellaneous lines during the past month. Lime barrels, sugar barrels and packing barrels have all been requiring their normal amount of material, which has kept the eastern trade in fairly good shape, but at this time of the year those of us who are interested in the slack end of the business expect that the fruit crop will provide an amount of business during September that, together with the normal promiscuous business, will bring more or less of a rush.

This year, fruit business, however, has furnished no rush. Orders are drifting in all of the time. They come from here, there and yonder and make a fair volume, enough to keep cooperage moving quite steadily, but these orders have not come in a sufficient volume to cause any excitement at any time during the month.

The outlook for the fall is encouraging as far as can be discerned. There is no doubt, but that considerable additional cooperage will be required to supply apple barrel orders. While apple prospects are not as good as we would like to see them, still a fair crop in the different sections will be harvested. The amount of cooperage on hand at the different shops will not be sufficient to provide the necessary barrels, and additional cooperage will of necessity be shipped, but these shipments will be distributed over September and October in such a way as to prevent any increase in prices and we expect that there will be enough of apple business to prevent any cutting of prices.

On the whole the year's business in the East has shown a satisfactory volume and will probably wander along during the coming months in about the same way—with a fair volume at small profits.

Flour Barrel Outlook in Canada Looks Promising—W. A. Fraser

During the past month we have had a good chance to pretty well definitely size up the Ontario apple crop, and as indications stand at the present time, there will not be more than seventy-five per cent. of the 1927 crop, packed, or approximately 550,000 barrels.

The cooperage situation in Canada at the present time is pretty much as follows:

The 1928 cut of sugar and flour barrel stock will be almost wholely shipped by November first, but there is a surplus of apple barrel and other grades of stock, and owing to the short apple crop there is every indication of manufacturers having a fairly heavy carry over. Hampers are affecting the apple barrel business to a certain extent, but generally speaking, the demand for apple barrels is about normal for the size of the crop, and apple barrel coopers throughout the country are all working at the present time.

General business conditions in Canada are exceptionally good. The demand for flour barrel stock has strengthened considerably during the last month, and with the bumper wheat crop in Western Canada there is every prospect that the flour mills will have a heavy fall and winter trade.

On account of the more or less unsatisfactory season for cooperage manufacturers, there is every reason to feel that few, if any, of the producers anticipate taking out a large cut of timber the coming winter.

Demand for Tight and Slack Cooperage in England is Quite Steady —J. C. Tinkler

Arrivals of slack cooperage in England have been in excess of requirements with the result that the last few shipments have gone into storage. The demand, however, is quite steady.

The tight cooperage demand this year has been quite up to the average. Possibly this has been helped by the continuous drop in prices. Some day, no doubt, prices will again advance, but judging by the offers we receive by every mail, it is still some way off.

Struthers-Ziegler Cooperage Company Occupy New Headquarters

The Struthers-Ziegler Cooperage Company have removed their headquarters from 403 Baltimore Avenue, west, to 412 Curtis Building, corner Hamilton and West Grand Boulevard, Detroit, Mich.

Brisk Flour Barrel Business in Buffalo

The flour barrel demand has improved within the past month and millers apparently are getting quite an amount of export flour business. This is the time of year when new flour is in the market and conditions are more favorable to export trade than is often the case, since the wheat market has had a drastic decline and flour is selling for lower prices than for a long time past. The coopers cannot predict how long the demand for flour barrels will continue good, but have no complaints to make as to the present situation.

New York Counties Will Have Apple Crop Forty Per Cent. Larger Than in 1927

The outlook for apples is for a better crop than last year, perhaps 40 per cent. greater in Lake Ontario counties. The yield for the State is estimated at 21,097,000 bushels by R. L. Gillett, agricultural statistician at Albany, as compared with the very light crop of 13,600,000 bushels last year and the five-year average of 26,694,000 bushels. He says:

"The increases over last year do not appear to be uniformly distributed, however. The four "Lake Ontario" counties have prospects for about 40 per cent. more than last year, while the seven counties immediately to the south of these have promise of over two and one-third times as many. The Hudson Valley counties, from Columbia County southward, have prospects one-third better than last year, while in the Champlain Valley and on Long Island, the crop expected is slightly above that of a year ago. The remainder of the State, with conditions quite variable, has the promise of about twice as many as a year ago. It is quite clear that, although the State total may be better than one-half greater in 1927, the crop in the major commercial shipping sections of Western New York and Hudson Valley taken altogether may be less than one-half greater."

Now We Have Keg "Hi-jackers"

"Hi-jacking" kegs is a pursuit quite common in Buffalo, according to a local paper, which says that is what they call picking up empties at soft drink places and selling them to junk dealers, who sell them back to the wildcat breweries. Joe Vath, chief of the dry squad of the police department, says that one method is as follows: "A driver stops at a soft drink place when the fellow who runs the place is out, and tells the bartender that he is from a brewery and has come for the empty kegs. The bartender tells him to get them. He drives off with ten or twelve empty kegs. Later the brewery calls for the kegs. They're gone. Nobody knows where."

The kegs are said to bring $2.50 apiece. The dealer sells them to the wildcat breweries for $5 to $6 apiece. One of the large cereal drink plants refuses to buy barrels that have passed into the hands of these "hi-jackers," and uses only clean, good barrels.

New Orleans Coopers Begin Wooden Barrel Trade Promotion Work in Asphalt Industry

Concerted Action Taken to Regain Business Lost to Substitute Containers—Seek Co-operation of Association of Commerce—Coopers Will Demonstrate Fitness and Superiority of Wooden Barrel

An additional link in the trade extension campaign for the wooden barrel was forged during August when the coopers of New Orleans opened a drive to regain for their trade package the business of the asphalt industry.

A letter signed by members of the New Orleans cooperage trade has been mailed to the New Orleans Association of Commerce seeking the co-operation of that body in its work to not only increase the use of the wooden barrel but to increase the value of Louisiana industries.

This action on the part of New Orleans coopers is in line with the JOURNAL'S suggestion that individuals and sectional groups open the campaign for the wooden barrel until such time as it is possible to have adopted by our industry as a whole a comprehensive wooden barrel trade extension and publicity plan, fully organized and financially supported.

That the asphalt industry is a worthwhile beginning for the trade promotion efforts of the New Orleans trade is evidenced by the report of the Department of Commerce on the production and export of asphalt.

Production of Petroleum Asphalt Has Advanced Considerably

Heavy increases in the production of crude oil in California and the importation of large quantities of Mexican and Venezuelan crudes have given a great impetus to the production of petroleum asphalt. The crude oils of California, Mexico, and Venezuela are especially well suited for the manufacture of solid and semisolid bitumens, since they are mostly of an asphaltic or mixed-asphaltic base. During the past two years the ratio of asphalt produced from imported crude oils to that from domestic crudes was roughly 2 to 1. In 1926 the production amounted to 3,087,919 long tons, of which 1,976,169 tons were produced from foreign crude and 1,111,750 from domestic crude. In 1927 the total was 3,528,080, with 2,166,098 tons from foreign and 1,361,982 from domestic crude. The small increase in the production from domestic oil may be attributed to the decline in the importation of oil from Mexico and the increase in domestic production. The total output of petroleum asphalt showed an increase of 10.7 per cent. over the output for 1926.

The production in the United States of native asphalts and bitumens, including gilsonite, wurtzilite, and bituminous rock, reached 715,180 tons in 1926 and 839,040 tons in 1927.

Imports of Native Asphalt and Bitumen

No petroleum asphalt was imported during 1926 or 1927. Imports of native asphalt and bitumen totaled 127,350 tons in 1926 and 141,158 in the following year. The chief sources of supply were Trinidad, British West Indies, and Venezuela, whose natural asphalt lakes are among the best known of the world's deposits. The two sources together supplied more than 86 per cent. of the total imports into the United States in 1926 and more than 95 per cent. in 1927.

"We are Prepared to Demonstrate That the Wooden Barrel is the Best Container"

New Orleans, La.
New Orleans Association of Commerce,
315 Camp St.,
New Orleans, La.

Gentlemen:—

The State of Louisiana and the City of New Orleans use vast quantities of asphalt in the construction of highways and streets. This asphalt is handled in thin steel or sheet iron containers, made by outside labor of materials not produced in this State. Why not patronize Louisiana industries?

We are prepared to demonstrate that wooden barrels are the best, most convenient and economical containers for asphalt. Such barrels, if used, would be made of Louisiana timber, manufactured in Louisiana mills, and the barrels would be made in Louisiana shops, all employing Louisiana labor.

Your honorable body would render a great service to home industries if you could see your way to taking this matter up with the proper authorities and suggesting that asphalt used on such public works should be purchased in wooden barrels.

Trusting that you will give this matter your consideration we are,

Respectfully yours,

NEW ORLEANS COOPERAGE TRADE

Exports of Petroleum Asphalt

An analysis of the exports of petroleum asphalt, in quantity and value the most important, shows an increase of 162 per cent. in 1927 over shipments of the preceding year. Europe took 58.5 per cent. of the total shipments in 1927, against 37.4 per cent. in 1926. Asia received 16.5 per cent., against 30 per cent in the preceding year. The share of North America advanced from 9.2 per cent. in 1926 to 11.1 in 1927, while that of Oceania declined from 19 to 9.6 per cent.

Increased Exports Largely for Use on Highways

There are several reasons for this important growth in the exports of petroleum asphalt from the United States. Although asphalt is coming to occupy a position of increasing importance in the manufacturing and building industries, its chief use is still that of paving and highway construction. The rapidly increasing use of motor vehicles in many foreign countries is creating a demand for surfaced streets and highways of the most modern type. The realization that a system of improved highways is a national asset, and their consequent construction, no doubt explains the unusual increase in the volume of asphalt exports in the past two years.

Exports of native asphalt and bitumen, unmanufactured, registered in 1927 an increase of 4.3 per cent. over those for 1926, and manufactures of these products, exclusive of asphalt roofing, showed a gain of 13.3 per cent. in that year. Exports of asphalt roofing in 1927 declined 9 per cent. from the 1926 total of shipments.

Exports From the United States in 1928

A summary of the total exports of petroleum asphalt during the first four months of the current year shows a heavy increase over those for the corresponding period of 1927. During the January-April period of 1928 the United States shipped 206,827 tons of this product, compared with 107,038 tons in the first four months of 1927 and 343,778 during the whole of that year. If monthly exports for the remainder of the present year are maintained at the level established during the early months, the total will reach approximately 600,000 tons.

Exports of natural asphalt and bitumen, manufactured and unmanufactured, with the exception of roofing, show decreases from the corresponding figures for last year. Unmanufactured asphalt to the amount of 8,580 tons was shipped during the first four months of 1928, compared with 14,549 tons in the corresponding period of 1927, a decline of approximately 41 per cent. Manufactures of natural asphalt, except roofing, during the January-April period of the present year reached a total of 16,478,850 pounds, compared with 19,353,193 pounds in the 1927 month.

THE NATIONAL COOPERS' JOURNAL
DEVOTED TO THE COOPERAGE INDUSTRY

ESTABLISHED 1886

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EDITOR

J. A. MURPHY
BUSINESS MANAGER

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will be furnished on application. Copy for advertisements should reach us not later than the 16th of the month to insure insertion in the following issue. Changes in advertisements should reach us not later than the 20th of each month.

CORRESPONDENCE

The columns of THE NATIONAL COOPERS' JOURNAL are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

USE THE
WOODEN BARREL

THE SUPERIOR CONTAINER
FOR LIQUIDS

"Of Course the Cooperage Business is Different—But it Can be Advertised Profitably"

THE fallacy contained in the oft-repeated reason given by cooperage and cooperage stock manufacturers for not advertising their industry or their own business that "the cooperage industry is different and advertising would not pay," has been uncovered and exploded countless times, but this fact in no wise kept us from being interested in an article in a recent issue of *Printer' Ink* by W. B. Edwards. Mr. Edwards' article was titled "Of course your business is different—but that isn't any reason for assuming that it can't be advertised."

THE JOURNAL frankly admits that the cooperage industry is different. It is decidedly different from other industries in many respects. The cooperage industry may not fit in with high pressure selling, it may not lend itself profitably to many merchandising plans that are successful in general fields,—but *it can be advertised successfully and profitably* because it is an individualistic industry, and has many selling appeals that, too, are different and which will attract the attention of those whose business the cooperage trade is endeavoring to secure.

In the past the majority of the cooperage industry has looked upon advertising as an unproductive expense outlay rather than an investment which, if consistently continued, would prove vastly and steadily increasingly profitable.

There have been, of course, those members of the trade, both individually and collectively, who have and do believe in advertising as a business force and it has been due to the publicity efforts of these few that interest in the cooperage industry and in the trade's indispensable product, the wooden barrel, has been kept alive, at the same time that the advertising activities of these progressives have prevented even greater losses in business volume to substitute containers than have so far been recorded.

"Why advertise the wooden barrel" is a stock objection. Many there are who say—"There is only a certain amount of cooperage used today, and advertising will not increase it. The solution of the problem is to decrease plant capacity and the number of companies manufacturing. Then there will be good business for those who remain." All of which is bad psychology and worse business, for the solution is not by plant reduction or the reduction of the trade's membership, but rather is it in the increase of consumption to care for the production. Increased selling markets is the progressive policy of all big businesses today, and the power that is used to carry out this policy is advertising, both as it applies to industries and to the individual and companies in those industries.

As Mr. Edwards asks in the article referred to, "Were automobiles sold by the millions until people were convinced, by advertising, that they would derive pleasure from them? Was European travel sold on a large scale until the pleasures of such travel were impressed upon people who otherwise would never have thought of that form of amusement? How many people declared they would never have a radio in their homes, because they detested them, and then succumbed to the influence of advertising, purchased sets and became radio fans, even as you and I?"

Contradicting the belief that the peak of demand for a product has been reached, or that a trade is localized and cannot extend its field of operation through advertising, Mr. Edwards says: "Let me cite a case in point. Within the last month, a company that has been in business for over forty years started to advertise for the first time. The company was successful. Its earnings were entirely satisfactory. But a recent check-up showed that 40 per cent. of its business was being done abroad. It was felt that this percentage was too large; that the foreign market was not sufficiently stable to warrant depending upon it for 40 per cent. of the total business. Consequently, it was decided to advertise to the domestic market in order to stimulate sales here and thus raise the percentage of domestic business."

Advertising by the cooperage industry—and by this we mean advertising by every cooperage stock manufacturer and barrel maker alike—would bring a trade return, individually and collectively, that would more than offset any amount invested for the indisputable and undebatable reason that advertising, if persisted in, does pay and pay well. Advertising will convince any buying trade that it can and should use a product and that the use of such product would prove both economical and profitable. In the wooden barrel the cooperage industry has a product to advertise that is incomparable in economic use and industrial value.

Never was the time more urgent for advertising by the cooperage industry than right now, because in advertising lies the real trade salvation of each and every member. If we continue in our failure to adequately and consistently advertise the wooden barrel and to promote its interests throughout such consuming lines as should use it, then will there be a continuance of a dwindling demand for our product. On the other hand, if we will line up with modern business and throw the spotlight of publicity upon our trade package through strong, forceful advertising, there will be no need to reduce plant capacities nor for a single member of the cooperage trade to go out of business, since the increased consumption of cooperage products that will come from steady widespread advertising will more than consume the capacity output of the entire trade.

Yes—the cooperage industry is different—exclusively and characteristically different—and it is this very difference that affords such an unique foundation for advertising and which assures such certainty of profitable results.

Don't wait for the other fellow. Start your own advertising campaign. Build your own business success and trade prosperity. You can do it and THE JOURNAL stands ready to help you, as it has ever stood since it enlisted in the service of the wooden barrel and the wooden barrel industry forty-four years ago.

A Valuable Questionnaire—Full Replies by All Will Mean Much in the Fight for Trade Prosperity and Business Success

THAT the greatest good may come from the questionnaire mailed to members of The Associated Cooperage Industries of America by President Sigman, asking for views and opinions, as well as suggestions, regarding Trade Extension, Statistics, Traffic and Standardization, it is necessary that the entire cooperage industry respond fully and freely in order that these three very important Association activities can be comprehensively and effectually carried on.

The questionnaire, copy of which will be found on page 19 of this issue of THE JOURNAL, is one of the most constructive steps taken by the association, and will work wonders if it brings forth the right and full co-operation.

Failure of the association membership to adopt a plan for Trade Extension last May was due in a large degree to lack of complete understanding of the plan proposed.

To the same lack of understanding can be attributed the failure to obtain a 100 per cent. co-operation in those association groups for which statistics are now compiled, as well as for the apathy towards statistics which exists in other groups.

With such detailed data in hand as the questionnaire should supply, the officers of the association will be in better position to decide upon a plan of action that will meet with the full approval of stock manufacturers and coopers alike. The cooperage industry can no longer afford to travel in the dark. It can no longer travel the back roads of business lanes, but must come out into the well-lighted, broad and successful highway of industrial co-operation, and with a "get-together" spirit that will not only bring solutions, permanent and satisfactory solutions, of all its trade problems, but will mean the advancement of the wooden barrel as a carrying package, which advancement would mean business prosperity for each and every cooperage and cooperage stock manufacturer.

The questionnaire of President Sigman is carried in this issue of THE JOURNAL so that the entire trade, both association members and non-members, may co-operate in working for the good of all. Let each and every member of the cooperage industry give to their trade association the benefit of their knowledge and opinions as requested by the questionnaire so that the goal of continued prosperity aimed at can be achieved.

Wants in Cooperage Lines

Perth Amboy Barrel Co., 1049 State St., Maurer, N. J., is in the market for any amount of color barrels, 19⅛" sugar size.

Kieva's Cooperage, Inc., Newburgh, New York, wants a second-hand barrel washing machine for inside and outside washing. Give lowest price for same when answering.

"Red Oak," care of THE JOURNAL, *desires quotations on raw, air-dried No. 1 Red Oak split staves 34"x¾" and square heading 22"x¾" for the manufacture of oil barrels.*

Keep Up the Good Work, Mr. Gray. It Will Bring Results

WINCHESTER, KY., August 22, 1928.
Editor, THE JOURNAL:

We appreciate very highly the publicity you gave our Wooden Barrel Trade Extension effort in the August JOURNAL. We would like to have several extra copies of the August number to send to a few of our newspaper friends in this State in order that they may give the cooperage industry some publicity in its work to increase and extend the use of the wooden barrel.

There are many ways by which everyone interested in the cooperage industry could increase the demand for wooden barrels. For instance, there are thousands of people who are interested directly or indirectly in the cooperage business who own automobiles, and quite a number of these own from three to four machines, not including trucks and tractors that are employed in the manufacture and transportation end of the stave business. If coopers and stock manufacturers would make it a point to buy their supplies from oil companies that are using the wooden barrel it would increase the demand for cooperage. Moreover, if this subject were placed properly before the attention of the large oil companies there is no doubt in our mind but that beneficial results would accrue to our industry.

We are working on a plan to promote the wooden barrel throughout this section among the various oil companies represented here, as well as to owners and operators of automobiles.

Yours very truly,
Dennis & Gray,
ROBERT GRAY.

"We Buy All Our Supplies in Wooden Barrels"—That's the Spirit

PEORIA, ILLINOIS, August 21, 1928.
Editor, THE JOURNAL:

We have read the interesting article concerning Dennis & Gray, Winchester, Kentucky. This to our notion is real promotion work for the wooden barrel and more of us should do this same thing.

We might add that we do not buy supplies in a barrel, unless it be a wooden barrel.

Yours very truly,
National Cooperage and Woodenware Co.
WM. F. EICHHORN, *Treasurer.*

Wooden Barrel Trade Extension and How it Can Be Done

You Must Render Service to Your Customers in Return for Their Business—There's An Opportunity in Almost Every Trade for the Wooden Barrel—Tips and Suggestions That Are Well Worth Giving a Trial

By *The Wooden Barrel Booster*

The Cost of Wooden Barrel Trade Extension Must Come From Those Benefited—The Cooperage Trade

We had supposed that the whole world knew about rice, that it was the one product of which nothing remained to be said, and which needed no advertising. The National Rice Institute thinks differently, and is preparing for a national advertising campaign on a large scale. The members of this institute have levied upon themselves a tax of five cents per barrel on all the rice they produce, which will amount to $350,000 per year, or $1,750,000 for the five year period they have agreed upon. This colossal sum is to be expended in advertising rice, and Mr. Louis Krielow, of Jennings, La., who is president of the institute, states that the members are sure that it will be money well spent, and will be productive of good results.

Imagine the cooperage industries taxing themselves five cents per thousand staves and a corresponding sum on the heading and hoops produced to raise one and three-quarter millions for the advertising of barrels! Until this is done we will have to do our trade extension work in a different and less expensive way. Do all you can towards educating the public regarding safe and sanitary packages, and at the same time, without neglecting the small dealers, go after the big users of packages.

—

Alcohol Distillers Are Open-minded on the Question of Wooden Barrels vs. Steel Drums

The industrial alcohol business is among the large users of tight packages. Formerly this industry used great quantities of barrels, and it still uses a good many, but the distillers are gradually drifting towards the steel drum. This is partly because they are so seldom reminded of the merits of the barrel. Coopers should certainly keep in touch with them. There are coopers who rarely solicit this business, "because," they say, "they are too big for us, for when a firm uses as many as five hundred barrels a day it will not buy its barrels from us, but installs a shop and makes its own barrels." This, then, is a trade which the stock mill man can solicit without treading on the toes of his best friends and customers. As a matter of course, if you wished to be particularly delicate and diplomatic, you could, after setting the distiller right regarding the wooden package, inform him that some local customer of yours would be glad to supply him with packages, or, if he preferred to make his own packages, you are ready to sell him the materials.

Russell R. Brown, president of the Industrial Alcohol Manufacturers' Association, which recently met in convention in New Orleans, says that "that city now produces half, or nearly half, of all the legitimate alcohol made in the United States." Something should be done to save this trade before it slips entirely away from the wooden barrel.

—

If You Make Flour Barrels Help the Miller by Selling the Use of the Barrel to His Customers

The South produces but little flour, buying most of its breadstuffs from the northern millers. Most of this has been shipped in bags, and almost all of the flour that has been coming South in barrels has been that used by the bakers. The smaller buyers preferred bags, and the smaller the bags the better they suited the buyers. The bakers bought large quantities of flour, sometimes held it in storage for a considerable time, and so could appreciate the value of the barrel as a container. Now that trade is slipping.

Why not go after this business once more? Begin with the big fellows, for they are the ones best able to appreciate a sanitary package. For instance there is the American Baking Co., of Atlanta, Ga., of which R. C. Thompson is president. This is an immense concern, which operates a number of large baking plants throughout the country, and which has recently acquired the property and business of the Jensen Baking Co., of 3101 Tulane Avenue, New Orleans, and will make a wholesale distributing center of the plant.

If you make flour barrels, then help the flour miller by seeing his customers and recommending the use of the barrel to them.

—

Dehydrated Fruits in Wooden Barrels

Did you ever sell any barrels for use as containers for dehydrated fruits and vegetables? This is a comparatively new but rapidly growing business. Its products are usually shipped in tin cans, or wrapped in waxed paper and packed in cartons. Why not ship in bulk in tongued and grooved barrels, or, if it is preferred to wrap the goods in paper, why not pack these little parcels in barrels, to protect them from moisture, dirt and vermin?

Seven years ago the M. Bussler Co. engaged in the dehydrating business in New Orleans, with only one machine in operation, but they have now increased their capital to $600,000, and have 217 machines operating. This is a good concern, and it, and the users of its machines, should be informed regarding the use of the wooden barrel. Its products are now being shipped to all parts of the United States, and also to China, Japan, South Africa and other foreign countries. A set of its dehydrating machinery is being installed by a German company at Villa Hermosa, in the State of Tabasco, Mexico, for the dehydration of bananas, pineapples and cocoanuts.

—

There's An Opportunity Awaiting the Cooper in the Paper-making Material Industry

The Western Paper Makers' Chemical Company and the Georgia-Louisiana Company have united their forces, and, with a combined capital of eight million, will now do business under the name of the Paper Makers' Chemical Corporation, with Paul Hanlon as manager. Their plant in now producing 35 tons of rosin daily. It is located at Marrero, Ia., which, although on the other side of the river, is really a manufacturing suburb of New Orleans. Their Georgia-Louisiana plant, costing $150,000, is now completed, and will produce 30 tons of alum per day.

As everybody knows, the only correct package for rosin is the wooden barrel. If alum is not shipped in barrels its producers are making a big mistake.

—

Good Wooden Barrels Reduce Freight Claims—Get This Fact Before the Railroad Authorities

Could not the cooperage industries interest the railroad claim agents on the side of the wooden barrel? If they could it would furnish an exceedingly good talking point for the cooperage salesmen. For instance, B. R. Beal, claim prevention representative of the Chicago, Rock Island and Pacific R. R., located at Kansas City, must have some views on barrels that would be of value to the trade.

—

Increase the Shipments of Dressed Poultry in Wooden Barrels

The packing of eggs in barrels called for skilled labor and was once a good job, but it is now a lost art, which is scarcely worth trying to revive, but the wooden barrel is still the only possible package for dressed poultry. Why not keep in touch with the poultry shippers?

The Poultry Supply and Products Co., of Stephensdale, La., is engaged in the shipping of dry picked poultry, butter, cream

ALL SIZES 8" to 24"

QUALITY HEADS ARE BEST

SCIENTIFICALLY MADE FROM SOUTHERN PINE

HEADS - HOOPS - STAVES

C. E. MURRAY

DECHERD - TENNESSEE

CALIFORNIA BARREL CO., INC.

ESTABLISHED 1883

433 CALIFORNIA ST., SAN FRANCISCO

CABLE ADDRESS "KOSTER"

Cooperage Stock Manufacturers

TIGHT STAVES AND HEADING
SLACK STAVES AND HEADING
WOODENWARE STAVES
AND
HEADING

EXPORTERS OF

DOUGLAS FIR BARREL SHOOKS

Strength and Economy in binding barrels with

American Steel & Wire Company's

WIRE HOOPS

WIRE HOOPS mean greater strength for barrels and better protection for shipments.

At the same time, the low price of Wire Hoops reduces the cost of the completed package.

Packers find that barrels bound with American Wire Hoops measure up to the most exacting requirements of modern transportation. Bind *your* barrels with American Wire Hoops and assure your customers of added satisfaction.

We invite your inquiry for detailed information, and will gladly send you, without charge, samples in sufficient quantity to make a thorough test.

Secure bilge hoops with Staples or Fasteners as illustrated.

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CLEVELAND.....Rockefeller Bldg.
DETROIT.....Foot of First St.
CINCINNATI.....Union Trust Bldg.
MINNEAPOLIS—ST. PAUL, Merchants Nat. Bk. Bldg., St. Paul
ST. LOUIS.....506 Olive St.
KANSAS CITY.....417 Grand Ave.
OKLAHOMA CITY, First Nat'l Bank Bldg.
BIRMINGHAM.....Brown-Marx Bldg.
DALLAS.....Praetorian Bldg.
DENVER.....First Nat. Bank Bldg.
SALT LAKE CITY.....Walker Bank Bldg.
MEMPHIS, Union and Planters Bank Bldg.
NEW YORK.....30 Church St.
BOSTON.....Statler Bldg.
PITTSBURGH.....Frick Bldg.
PHILADELPHIA.....Widener Bldg.
ATLANTA.....101 Marietta St.
WORCESTER.....94 Grove St.
BALTIMORE.....32 S. Charles St.
BUFFALO.....670 Ellicott St.
WILKES-BARRE, Miners Bank Bldg

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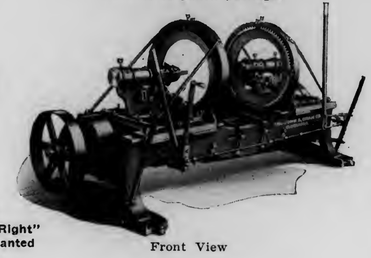
Oram
CLEVELAND, O., U.S.A.

IF IT IS **ORAM'S** IT IS RIGHT

THE BEST MACHINERY FOR MAKING THE BEST CONTAINERS
AND FOR MAKING PROFIT FOR THE USERS

"THE OLD RELIABLE" **WOODEN BARRELS**

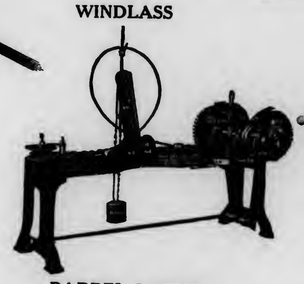
LATEST BARREL CROZER
WITH BALL BEARING ARBORS
AND POWER FEED ATTACHMENT
For 5 to 65 gallon packages



Front View

HOOP RIVETING MACHINE

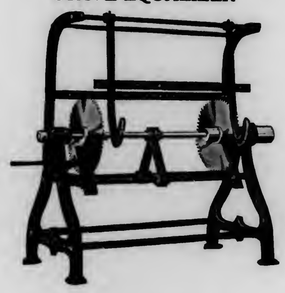
WINDLASS



STEEL TRUSS HOOPS
ELECTRIC WELDED—"Made Right"
Outside painted any color, if wanted

HEADING PLANER

STAVE EQUALIZER



HEADING ROUNDER
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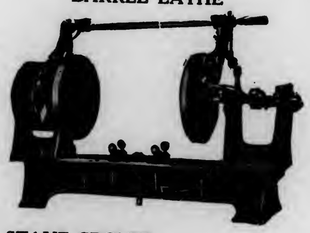
BARREL LATHE



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Sizes stamped inside, if wanted

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FIFTY-SIX YEARS
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Now Ready for Mailing
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SLACK BARREL MATERIAL

Coiled Elm Hoops
Staves
Heading
Headliners
Wire Hoops

A good barrel cannot be made without good hoops
We ship { 50,000,000 / Fifty Million } per year
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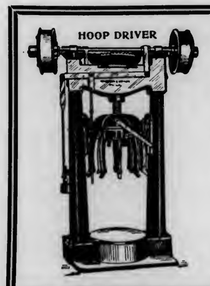

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LET US KNOW YOUR REQUIREMENTS

Westmoreland and Jasper Sts., Philadelphia, Pa.

BARREL WASHING MACHINE

cheese and eggs, and has large farms at Stephensdale. These people have recently opened a local office at 918 Poydras Street, New Orleans, with Mr. G. L. Mayer in charge. Some of our coopers might find it worth while to interview Mr. Mayer on the subject of barrels. If that is unavailing, the firm should be tried at its headquarters, Stephensdale. If they will not buy barrels they might take a little cooperage stock. Better offer to sell them through your New Orleans customers. They are the fellows who ought to have this business, if any can be developed.

—

Sell the Wooden Barrel Idea to Wholesale Dealers in Food Products

To advance the sale of barrels through the influence of the retail grocers would be an enormous undertaking. To reach the large dealers would be easier and more likely to produce good results. Some of the larger grocers in New Orleans buy sugar and flour in barrels, and during the hours when business is slack, employ their clerks in emptying these barrels and putting up their contents in little bags suited to their trade. Some of the chain stores also follow this practice, and they should be encouraged to keep it up.

The Independent Grocers' Alliance has been formed in New Orleans, with a membership of 100 grocers, and with good prospect of others joining. This is not a trust or a system of chain stores, for its members have simply united their resources in order to increase their purchasing power, and advance their business in a legitimate way. Charles A. Burthe, vice-president of H. T. Cottam & Co., is now acting as distributor for the organization.

If these men, and other organizations like theirs, could be shown the advantages of buying their supplies in barrels you may be sure that the flour millers and sugar refiners would be glad to ship that way.

Decrease in Cooperage Exports

The first six months of 1928 showed a decrease in the exports of cooperage. The main decreases occurred in the South American trade and in shooks and heading, the exports of staves having increased. The 1927 January-June export value for all cooperage was $5,516,000, compared with only $4,503,000 in the 1928 period.

Imports of Cooperage by South Africa

Imports of barrels and cooperage shooks into South Africa during 1927 were valued at $85,000, France and England being the principal sources of supply. The United States supplied about $1,500 worth of finished cooperage. Staves in the rough, nearly all from the United States, were valued at $95,000. Corks and bungs were valued at $136,600 for 683,292 gross. Portugal's share being valued at $100,000 and Spain's at $15,000.

Virginia Apple Crop Larger Than Last Year—Use of Baskets Increasing

Commercial apple growers of Virginia are figuring on an output this fall of approximately 2,500,000 barrels. This estimate may be slightly above the figures of the United States Department of Agriculture, but many of the leading growers, a number of representatives of foreign and American buying houses and other investigators are of the opinion that the yield will reach that total.

Last year's crop did not exceed 1,500,000 barrels, so an increase of 1,000,000 barrels is looked for. The 1927 yield was by no means a normal crop, as outside of Frederick and a few other Shenandoah Valley counties and the Piedmont, or "East of the ridge," section, few apples of marketable quality came from any other locality, due to frosts and freezes. The 1926 crop was something like 3,700,000 barrels, which was far above the average. So, indications are that this year's yield in Virginia will be more like a normal, or average, crop, conforming quite closely to the ten-year average.

Substitute for Wooden Barrel Increasing in Use

Commenting on the use of baskets in place of barrels for apple shipments a report to the *New York Packer* says:

"While manufacturers of barrels continue operations on a large scale, the basket makers report the demand even greater than they had expected. Last year saw a great many Virginia apples going into American markets in baskets, and many factories that formerly made only barrels now are manufacturing both barrels and baskets. It seems the basket is becoming very popular for certain markets. Indications point to a more or less general adoption of the 'tub' type of basket for apples. It makes an attractive package and has been meeting with increased favor, according to advices received.

"Basket manufacturers state that while they prepared for a very heavy demand for bushel baskets, especially the tub, they find the demand still far greater than they looked for. Growers who intend to use baskets along with barrels were advised by the State Society secretary some time ago not to delay making their contracts."

Virginia Apples Are Exported in Barrels

As heretofore, virtually all the apples going from Virginia to British markets will be shipped in barrels, the barrel being the most desirable form of package to use, according to growers of this State. Indications are that a large part of the Virginia crop will find its way into English homes this fall and next winter. English firms of standing maintain resident agents in all the apple producing sections of the State, and during the past month a large number of English merchants and their salesmen have been spending considerable time inspecting the Virginia orchards and getting a "line" on the crop and conditions generally.

Standard Grading and Packing Law a Great Help

Since Virginia adopted a standard grading and packing law for apples in closed packages, such as barrels, baskets and boxes, the quality of the pack has been greatly improved, and the fruit from the Old Dominion, English buyers say, rapidly is gaining favor among British consumers. Growers in this State who will ship across the water this fall already have arranged to comply with the Order in Council, expected to issue in the very near future, requiring all such apple packages to bear the stenciled words in letters not less than one-half inch high "American Produce," or "United States of America." A letter received this week from an English firm said the letters, "U. S. A." will not suffice, as they may be mistaken for "Union of South Africa."

Apple Crop 75% of Normal

Writing to the *Packer* regarding the West Virginia apple crop, S. P. Hager, president and general manager of J. M. McCoach & Co., Inc., Huntington, W. Va., says that as near as he can learn, it looks as though the apple crop in Cabell county, West Virginia, and Lawrence county, Ohio, will be about 75 per cent. of normal. He says this compares with 10 per cent. last year and as compared with the crop of 1926 is about 10 per cent. less. Rome Beauties predominate. The fruit in the cultivated orchards will be very good as to size and quality, he states. Other varieties are Ben Davis, Grimes Golden, Jonathans and Yorks.

J. M. McCoach & Co., Inc., have a large storage and expect to store between 600 and 700 cars of apples this year.

Late Season Delayed Apple Barrel Demand

According to report from Rochester, N. Y., the lateness of the apple crop in that section held up the demand for barrels during August. Up to the present, only the cherry growers and dealers have bought any quantity of barrels. These are used where the cold-pack process of keeping cherries is employed.

A considerable quantity of last year's barrels remains on hand in the cooperage shops throughout this part of the State. Some coopers declare they will need to make few barrels this year in order to meet the demand, which is expected to be light, as a result of the light crop of apples and other fruits and vegetables which usually are packed in barrels. The price of the old barrels remains unchanged at 65c each.

The Coachman Cooperage Company, Clearwater, Fla., has resumed operations. T. W. Owens is manager. The company will produce barrels and crates.

Refining of Sugar Will Soon Begin in Cuba—Win the Business for the Wooden Barrel

Sugar Mills of the Island Republic Are Being Modernized—Time is at Hand When Cuba Will Refine Its Own Sugar—A Most Promising Field for the Sugar Barrel—Trade Promotion Work Should Start at Once

Specially written for THE JOURNAL

Most of the slack cooperage, usually in the form of shooks or knocked down barrels, that has been exported to Cuba, has been for the tobacco or bottle trade, the breweries being our best customers. These breweries have also taken some beer kegs, and the distilleries have bought some tight stock but this business has been small, compared with its possibilities if properly worked. Cuba has never been a market of any importance for sugar barrels or stock, because the vast quantities of sugar produced there have been raws, which are exported in bags, or in "mats" made of the woven strips of palm or palmetto leaves.

Cuba Will Soon Begin the Refining of Sugar

At last the industrial revolution has reached Cuba. Millions of dollars are being expended in the improvement of the island's roads; even on the plantations long lines of trailers, drawn by motor trucks, are taking the place of the old Spanish ox carts, and the sugar mills are being modernized. The time is at hand when Cuba will begin refining her own sugar instead of exporting the crude product and giving the people of other lands the profit of turning it into fancy granulated.

Not Sacks But Barrels Should be the Standard Container

When this change occurs some of the fancy grades will certainly be packed in attractive little cartons, and much of the remainder will be run into cotton sacks and neatly sewn up by machinery, but how will these sacks, that leave the mill so bright and clean, stand handling on the docks in a damp and torrid climate, and how will they stand transportation to Europe or North America in the overheated, steaming holds of ocean freighters?

If sugar barrels are needed in any country on the globe, they will be needed in Cuba as soon as she begins refining her own sugar on a large scale, so the Island Republic is a most promising field for trade extension work.

Methods of Doing Business With Cuban Firms

There are in Cuba, in round numbers, 170 large sugar mills, and it might be useful to circularize these mills. According to Cuban law every business, regardless of the nationality of the proprietors, must keep all its accounts in the Spanish language, and the government is inclined to frown on business transacted in other languages, so it would be advisable, even when soliciting the business of an English or American firm on the Island, to write in Spanish. A peculiarity of the Cuban buyers is that they seldom buy directly from the producers, but make their purchases through some middleman of their own nationality who does their importing and exporting for them. For this reason it is difficult to reach the consumer directly. If you sent a polite letter, in correct Spanish, to every sugar mill on the Island, explaining the merits of the barrels and offering to supply stock, it is probable that your offer would never be seen by any one in authority, but that you would, at best, receive a polite answer, in ceremonious Spanish, informing you that "We are not interested," and signed by the office boy, who never saw a cooperage package, and thinks that the word "barrel" means one of those clay water jugs which women in Spanish countries carry on their heads.

Promote the Use of Wooden Barrel in Cuba Through United States Connections

A better way to reach this prospective trade would be to go directly to "the man higher up," who can usually talk to you in "good old United States," and who is so strictly business that it will be a pleasure to meet him, even if he gives you the icy mitt instead of the glad hand.

One of the concerns having great influence in the Cuban sugar industry is the International Sugar Corporation, of which J. J. Naugle is president. Mr. Naugle, with various officers of his company, recently passed through New Orleans on his way to Southdown, the big refinery at Houma, La., which is now working on a contract to refine 30,000 tons of his firm's Cuban sugars, and is filling the contract at the rate of 150 tons per day. After visiting the great sugar mills of this State Mr. Naugle and his party went to Cuba, to prepare for the establishing of refineries at strategic points on the Island.

It would be good wooden barrel trade promotion for the officers of the cooperage association to get in touch with a man of Mr. Naugle's business stature, and interview him at his New York headquarters on his return from Cuba, and show him how his trade would be benefited by the use of barrels, both in Cuba and the United States. He should use barrels in Louisiana, and if he refines sugar in Cuba he must use them, or sacrifice the quality of his products.

Tips for Winning the Business for the Wooden Barrel

Another big sugar man who can talk to you in "United States" as good and direct as your own, is Elmo J. Miller, who is president of the Sugar Plantations Operating Co., and has the management of several large sugar mills. He can be addressed at the town of Moron, Camaguey, Cuba.

Another good American in the sugar business in Cuba is T. B. Ford, who is consulting engineer and purchasing agent for the Punta Alegre Sugar Co., and its subsidiaries. Mr. Ford is at home in Havana, Cuba, though his chief "Central," (by the way, in Cuba every sugar mill is called a "central"), is at Cabirien, Cuba. This central during the season of 1927-28 produced 403,940 bags of sugar, the bags being rated at 325 lbs. of sugar each. The plant itself is under the management of J. D. McDowell, whose address is Punta Alegre Central, Cabirien, Cuba.

It might also be worth while trying Walter H. Armsby, who is the general manager of the Cuban-Dominican Sugar Co., with headquarters at Central Palma, Oriente, Cuba.

Additional "Universal" Dry Kilns Installed

Among the larger lumber manufacturers of the South, the Kirby Lumber Company of Houston, Texas, with mills in Texas and Louisiana, is an internationally recognized factor. Their holdings and production include both high-quality Southern Pine and Hardwoods. And their reputation for uniform quality, exact sizes, perfect machine work and proper drying of lumber and dimension, is enviable.

A few years ago they became convinced that their dry kiln equipment could be improved—and began an investigation of kilns and kiln performance. This investigation included a trial installation of Universal Vacuum Dry Kiln Equipment in an old kiln building at one of their Texas Hardwood mills. Results secured were so satisfactory that during the past two or three years they have steadily remodeled old kilns to the Universal, and added new Universals at both Hardwood and Pine Mills. Four Kirby Mills have standardized on Universal, and more are being added as increased kiln capacity and improved kiln performance are required.

To Manufacture Staves and Heading

The H. Wann Company, Mena, Ark., has purchased a tract of land on which it will immediately erect a plant for the manufacture of barrel heading and staves.

An Important Department of YOUR Business is Seeking Information

"A Better Barrel for Better Business"

TO THE COOPERAGE TRADE: Monticello, Ark., August 10, 1928.

The Associated Cooperage Industries of America (your Association) is a department of YOUR business and YOU should, therefore, take as much interest in it as YOU do in other departments of your organization.

The Undersigned was selected at the Annual Meeting to serve as the Head of this Department of Your Business for one year and in order to operate it in the most efficient manner he must have your loyal support and generous co-operation. You can and should give me this in the form of constructive ideas and criticism.

Won't you please let me hear from you as to what changes, if any, you feel should be made to make this department of your business (which is a very important one) more beneficial and profitable to you?

In order to learn how our members feel about the present activities of the Association and other matters that have been up for discussion I will ask you a few questions to which I would appreciate your prompt reply:

Do you feel that a Trade Extension Program should be inaugurated in order to stop, if possible, the inroads that are being made in our business by substitute containers?

.....

If this sort of a program is inaugurated to what extent will you support it if its policy of procedure meets with your idea of how it should be operated?.....

.....

.....

.....

Do you feel that the Traffic Department should be continued? .....

If not, how would you suggest that our Traffic Problems be handled? .....

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.....

.....

Do you believe in the Statistical Department?.....

If so, what changes, if any, would you suggest in the operation of same?.....

.....

.....

.....

If not, what suggestions have you to make to avoid the great fluctuations that from time to time occur in the prices of our products which are not beneficial to the Industry?

.....

.....

.....

Are you in favor of the Inspection Department?.....

If not, how do you figure disagreements on shipments should be handled?.....

.....

.....

.....

Are you in favor of extending the Inspection Department to cover complaints on finished packages?.....

Are you in favor of the standardization of Barrels and Kegs, thereby standardizing the sizes of material?.....

Further Remarks and Suggestions.....

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Please remember this is YOUR Association (it is a very important part of your Organization) and the interest you and other members take will determine the results that can be obtained from it. Our Slogan should be "A BETTER BARREL FOR BETTER BUSINESS."

Thanking you for your co-operation, I remain

M. L. SIGMAN, President,
The Associated Cooperage Industries of America.

P. S.—Mail all replies to writer at Monticello, Ark.

Whether you are an Association member or non-member, President Sigman will be glad to have your reply to the various questions asked. Fill in questionnaire and mail at once. You will be building for the future of YOUR business and YOUR industry.

The Future is Favorable for Cooperage Demand in Louisville

Excellent Volume of Orders Expected Throughout September and October—Large Crops Have Helped Situation—Kraut and Pickle Packers Are Busy. No Change in Prices for Barrels and Kegs

The tight barrel business in Louisville has been much better during July and August, more especially in August, and reports indicate that there will be good business throughout September and most of October, or until the picklers and the kraut packers have finished their season.

Huge Crops Are the Rule in Louisville District This Year

The 1928 season has been one of large crop production in various fruit and vegetable lines. In Louisville there were very few slack barrels bought by the potato growers, as potatoes sold so cheaply that the growers refused to dig them and ship them early in the season, and later the skins were tough enough for shipping in bulk or sacks. The apple crop has also been quite large, but apples have been so cheap that the crop has not developed much barrel demand in this district.

Although there has not been a normal supply of cucumbers in the Louisville territory this year, and prices have been abnormally high, still there have been abnormally large crops in Michigan, Wisconsin, Iowa and part of Minnesota, and the pickle packers here have been very busy and are expecting a larger pack than for some years past.

Normal Demand for Cottonseed Oil Cooperage Expected

It is remarked by tight barrel men that with an estimated cotton crop of around 14,500,000 to 15,000,000 bales, there will not be more than a normal cotton crop, or normal demand for tight packages for cottonseed oil products. The Memphis cottonseed oil refiners are now getting their plants in shape for the fall and winter crushing and refining operations.

No Change in Prices for Barrels

Cooperage prices show virtually no change. Of course producers are anxious to secure a little better price, but volume so far has not been sufficient to create any scarcity, or a situation in which it would be possible to get much better than existing prices.

Taken as a whole business is fair to good, but as it is pointed out by members of the local cooperage industry, it will be necessary to do a whale of a business from July to October inclusive, as that is the busy season of the year to make up for dull periods, and if volume is not secured during those months, barrel plants might just about as well close down and remodel to produce some other line. However, it looks as if the necessary volume will be obtained.

Louisville Stave Company Installs Two New Stave Mills

The Louisville Cooperage Co., Louisville, which has stave and heading mill operations in Eastern Kentucky, and in Louisiana, has recently installed two stave mills and two lumber mills on a timber tract near Sunbright, Tenn., and now has the plants in operation. The lumber mills will cut poplar, pine and oak principally. Timber in that district is very good, and it is close to a railroad.

J. N. White, president of the company advised that he had been busy developing a cotton plantation on cut-over timber properties in Mississippi, where the company owns one tract of 1,444 acres, of which 900 acres are now cotton, or under cultivation. The tract has been cut up into forty acre farms, and the company has some thirty-two tenant farmers now on the property working it on shares, and has built a cottage on each farm. It has taken a lot of money in this development work, but Mr. White figures that eventually he will sell the plantation for a good price, whereas it was virtually worthless in its cut-over and undeveloped form. The company may continue farming the property provided cotton sells well and production is good, but this company is in the cooperage business, rather than farming.

McGlone Brothers Purchase Large Timber Tract

It was recently reported from Whitesburg, Ky., in Letcher County, that McGlone Brothers, of Marribone, Ky., who operate a number of stave and heading mills, and who have at various times produced considerable lumber in Eastern Kentucky, have purchased a large tract of timber, and plan to install stave and heading mills, as well as hardwood mills on the tract, and begin cutting at an early date. The new tract of timber is said to be located in Perry County.

P. M. Dormeyer Says Business Looks Good for at Least Sixty Days

P. M. Dormeyer, sales manager of the Atlantic Tank and Barrel Corporation, just back from a trip through the East, remarked that business looked very good to the organization for the next thirty to sixty days. The plant has a daily capacity of 1,000 barrels in nine hours, and has been running eleven to twelve hours a day of late, at above capacity.

Old Cooperage Plant Purchased by Varnish Company

The old Smith Cooperage Co. plant, on High Street, at Fifteenth, originally the cooperage plant of the Louisville Cement Co., later operated by the Smith Company and other cooperage companies, after being idle for two or three years, is passing out of the cooperage picture for good. The property was recently purchased by the new Progress Varnish Co., which will erect additional buildings, and varnish fires, and become a consumer of barrels and kegs. The new varnish company is owned by the same interests that control the Progress Paint Mfg. Co., of Louisville.

Cooperage Association Files Brief in Western Trunk Line Class Rates

In a brief filed with the Interstate Commerce Commission in the Rate Structure Investigation—Western Trunk Line Class Rates—The Associated Cooperage Industries of America makes a strong plea for an adjustment of western class rates favorable to manufacturers and users of cooperage products, as designed to help in other products and at the same time assist the conservation of important food and other products and assisting the cooperage industries, the users of cooperage and the carriers themselves.

The western railroads proposed a substantial increase in class rates, and briefs from many industries are now being received by the commission.

Among other things, the brief of The Associated Cooperage Industries of America points out that the enormous loss and damage claims against the carriers may be credited in no small part to the character of the containers used for shipping various commodities. It is declared that the carriers, while giving more or less consideration to the important problem of loss and damage shipment, have "for some unexplainable reason persisted in overlooking entirely the one simple and effective remedy, namely, making better forms of containers available to users at the lowest possible transportation cost."

"We submit," the brief continues, "that the time has arrived when serious consideration should be given to the character of the container, and that every possible encouragement should be offered the users of containers by making available at the least possible cost to them the better forms of containers, among which cooperage is supreme."

It is declared that the already existing high level of rates on cooperage products can well be considered as a contributing factor to the present condition in the cooperage industry, as well as increased competition of substitute containers, particularly the tank car, which is playing a very important part in the transportation of many commodities formerly shipped in wooden barrels. This is due to the great advantage accorded the tank car by permitting its return movement to shipping points free of charge, whereas wooden barrels are assessed high transportation charges for the return movement.

Here and There Among Wooden Barrel Users

Butter for Norway Shipped in Wooden Tubs

According to report from Consul Julius C. Jensen, Oslo, Norway, butter for shipment to Norway is usually packed in wooden tubs, the favorite size being the 10-kilo tub. The small 1-pound package common in some countries is not much used in Norway. Labels may be either in the English or the Norwegian language, but the latter is preferable. Many well-known imported products are sold under English labels, but it is believed that labels in the Norwegian language would help to increase sales. However, the foreign exporter should consider whether the size of the market will warrant the added expense of printing labels in Norwegian.

Finnish Butter and Cheese Barrels

Butter barrels in Finland, according to Frederick B. Lyon, office of commercial attaché, Helsingfors, are made of imported beech, ready cut in appropriate dimensions, with the exception of the hoops, which are of wicker or osier. The outside measurements of the barrels are as follows: Diameter of ends, 33.5 centimeters; thickness of ends, 11 millimeters; length of staves, 58 centimeters; thickness of staves, 9 millimeters; diameter of barrel, 42 centimeters; and circumference of barrel, 130 centimeters. Each end of the barrel has two hoops.

The ends and staves for cheese barrels are made of Finnish pine or spruce, and the hoops are of wicker or osier. The lid of the container is from 82 to 107 centimeter in diameter; the diameter of the bottom is 2 centimeters less, or 80 to 105 centimeters. The staves measure 30, 32, 34, 36, 38, and 40 centimeters. Each barrel has five hoops, measuring from 1½ to 2 centimeters, in addition to one around the lid and another around the bottom corresponding to the grooves, or a total of seven hoops. In smaller barrels only six hoops are used. Bottom and lid are placed about 4 centimeters from the edge in corresponding grooves, and are held by hoops. A barrel, for instance, having an outer height of 34 centimeters would have an inner height of approximately 26 centimeters.

Large Wooden Barrel User Opens Pacific Coast Plant

The Pacific Coast plant of C. K. Williams & Co., Easton, Pa., dry color grinders and importers, has started operations. C. P. Ayres, general manager of the company, has been in Berkeley, Calif., the location of the new factory, arranging for the erection and equipment of the building, which has been under way for several months. The new plant is the largest dry color plant on the Coast, and the first one devoted exclusively to both earth colors and certain ferrite colors. The capacity of the plant will be about 40 tons a day but immediate production will probably not exceed ten tons per day.

Large Grape Products Company Organized

A deal has just been completed whereby an organization headed by Salvatore Castorina has acquired fifty acres of vineyard and the machinery and buildings of the J. B. Lafourcade winery at Cucamonga, near San Bernardino, Cal., at a stated cost of about $175,000. Plans are being prepared for additional structures to cost $30,000 to $40,000 and they will be the first of a construction program that is to require the expenditure of approximately an additional $150,000 after the first of the year.

"The new company will not manufacture anything in the way of beverages or tonics, but will use the grape juice and the pulp for the making of cream of tartar, denatured alcohol, tartaric acid, potassium, various chemical oils, chicken feed and fuel. It will handle all kinds of grapes and expects to use 40,000 tons or more of pulp each season.

Linseed Oil Production Increased During Last Quarter

The Department of Commerce announces that the Census Bureau has received returns from all of the mills in the United States engaged in crushing flaxseed for the quarter ending June 30, 1928. The more prompt co-operation on the part of the crushers of flaxseed makes possible the issuance of this preliminary statement in advance of the publication of the quarterly report on Animal and Vegetable Fats and Oils.

There were 31 mills which crushed flaxseed during the quarter, reporting a crush of 269,022 tons of flaxseed and a production of 179,532,207 pounds of linseed oil. These figures compare with 250,970 tons of seed crushed and 167,232,121 pounds of oil produced for the corresponding quarter in 1927, 217,468 tons of seed and 144,950,005 pounds of oil in 1926, and 255,592 tons of seed and 169,979,532 pounds of oil in 1925. Stocks of flaxseed at the mills on June 30, 1928, amounted to 84,736 tons compared with 97,731 tons for the same date in 1927, with 75,804 tons in 1926, and 63,182 tons in 1925. During the quarter imports of linseed oil amounted to 44,934 pounds compared with 388,652 in 1927, 10,164,773 in 1926, and 6,128,927 in 1925. The imports of flaxseed during the quarter amounted to 154,502 tons in 1928, 213,303 tons in 1927, 161,127 tons in 1926, and 156,885 tons in 1925.

New Regulations on Apples Going to United Kingdom

According to advices, the British government has issued new regulations regarding importation of fresh apples into the United Kingdom from all countries, whether packed in barrels, boxes, baskets, etc. All packages from the United States must be marked either "Produce of the U. S. A." or else the name and address of the packer or shipper, together with the abbreviation "U. S. A." must be plainly marked by means of printing, stenciling, stamping or branding on each outer container or on a label securely attached thereto, in letters not less than one-half inch in height. The words "American Produce" will not be acceptable. These requirements will go into effect November 13th and will be rigidly enforced. Any fruit arriving in Great Britain not correctly marked will be subject to heavy fines.

Cold Packing Small Fruits

So far this season the Carver-Canby Packing Co., Carver, Ore., has packed 450 barrels and 1,000 30-pound tins of strawberries; 150 barrels of raspberries, with 150 more barrels yet to be packed, and 250 30-pound tins of raspberries; 35 barrels of black caps; 5,000 cases of loganberries; 1,000 cases fancy raspberries, with an order for 1,500 more.

The plant this year is licensed under Federal Warehouse Act, an act to enable co-operative canneries to place their pack into a licensed warehouse and receive from the Federal Government 60 per cent. of its market value on orders to finance other crops.

Record Wheat Crop of Canada Estimated at 550,482,000 Bushels

Present indications point to the harvesting of the largest wheat crop ever reaped in Canada, amounting to 550,482,000 bushels, the Dominion Bureau of Statistics has announced in its crop report.

For the first time the wheat crop has passed the half billion mark. The largest crop in any former year amounted to 474,199,000 bushels in 1923. The area sown to wheat this year is also the largest on record, 24,114,846 acres, an increase of 1,634,692 acres over 1927.

Cranberry Crop Above 1927 Total

The American Cranberry Exchange has issued the following report on the coming cranberry crop:

"Crop outlook at this time is for a short crop in the Eastern States and an average one in Wisconsin. There was a heavy bloom but the fruit set very poorly in Massachusetts and New Jersey.

"Based on general reports, but without having detailed reports from all growers, we estimate the probable production as follows, figured in barrels, as compared with previous seasons:

	1928	1927	1926	1925
Cape Cod	325,000	360,000	425,000	429,000
New Jersey ...	125,000	75,000	215,000	110,000
Wisconsin	50,000	25,000	85,000	21,000
Total	500,000	460,000	725,000	560,000
Oregon and Washington .	23,000	23,000	21,000	30,000
Total	523,000	483,000	746,000	590,000

"Commercial canning of cranberries has become a real factor in taking a supply from the fresh market. We estimate that 75,000 barrels will go to the commercial canners this season as against approximately 40,000 barrels in 1927, 20,000 barrels in 1926 and 5,000 barrels from each crop five years back.

"It is our opinion that a large percentage of the canned product is consumed by those who would not otherwise eat cranberry sauce; certainly it has served to increase the consumption through hotels and restaurants."

Growth of Naval Stores Industry

Natural regrowth of young pine trees in large areas of South Carolina, Georgia and Florida has been responsible for unprecedented production in naval stores during the year ending this spring according to recently issued 1928-29 editions of Gambel's *Naval Stores Year Book*.

"To many people the outstanding fact of naval stores production in the 1927-28 season was its utter annihilation of the oft-repeated predictions that the industry was drawing rapidly to a position where its output would hardly satisfy home demands and it would cease to be an exporting competitor with other naval stores producing nations," says the *Year Book*.

The 1927-28 production was the largest experienced by the naval stores industry since long before the World War and the second largest season in its history. Nineteen years ago, in the season of 1908-09, the world made what was regarded as the astounding production of 950,000 barrels of spirits turpentine. Last season this was approached with 925,000 barrels and but for bad weather conditions which cut down the French crop for last year, the world's total for this industry would have been the greatest ever recorded.

The increase in the American production, attributed to the natural regrowth of young trees hitherto unnoted, and the decrease in the French production, has greatly enhanced American exports and made the United States more than ever a governing influence in the naval stores industry—for the past season at least.

Two years ago the American and French productions were 86¼ per cent. of the world's total, while last season they were a trifle over 88 per cent. This is the position these two nations will likely hold for many years to come, France by its conservative methods holding its second place, and reforestation going on in the United States, will maintain this country as the chief source of supply for turpentine and rosin.

Thank You, Mr. Nichols—May All Good Luck Attend You

EVERETT, MASS., September 5, 1928.

Editor, THE JOURNAL:

Enclosed is my check for $2 to cover subscription to the JOURNAL ending with September, 1928. You will please discontinue same after said expiration, because I am now practically "out of business" on account of the elimination of the oak oil barrels by the incoming of the iron and steel barrels. My business for the past dozen or more years has been in the oak oil barrels only.

As you know, I have taken the JOURNAL for over 25 years, and have always looked forward to its coming from month to month with real pleasurable anticipation, and, in closing this letter, may I venture to wish you many years of prosperity and the enjoyment of the best of good health for the members of your organization.

Cordially yours,

GEORGE B. NICHOLS.

Stave Knives Made of High Speed Steel

The following article concerning the products of D. Lovejoy & Son, Lowell, Mass., manufacturers of machine knives, including stave and veneer knives, appeared in a recent issue of *Industry*.

"Positive evidence that Massachusetts' inventive ingenuity is by no means dead is obtained in the case of the firm of D. Lovejoy & Son at whose plant, within recent years, there has been observed one of the most striking developments in the production of a high speed steel knife that will run continuously day after day, and manufactured with the utmost care from a Lovejoy grade of high speed steel exclusively produced for the concern. These knives are heat-treated in modern furnaces which are designed and made especially for this type of knife. They are then balanced with extreme accuracy, ground to a micrometer scale and provided with a unique 'Holdfast Finish.'

"The concern has also developed within the past five years a welded high speed steel knife, made by a special process and by specially designed machinery.

"The company operates in addition to its extensive Lowell factory a branch plant in Anderson, Ind., and branches in New Orleans, St. Louis, Atlanta and a sales office in New York City.

"Daniel Lovejoy, the founder of the concern, built the original unit on the site of the present plant exactly 80 years ago, (1848) and it is the oldest established company of its kind in the United States. He combined the welder, hammersman, temperer as well as furnishing the skill, manual labor and capital required, and was the second machine knife manufacturer in the country, his predecessor's business having since changed ownership and name.

"In the early days, the furnaces were small, relatively inefficient, and usually fired by coke or coal, making it difficult to maintain uniform heat. Oil furnaces are now used, with heat control assured by recording instruments."

Complete details as to the merit of "Lovejoy" knives can be secured by addressing the J. C. Pennoyer Company, 8 S. Dearborn Street, Chicago, Ill., who are agents for D. Lovejoy & Son, in the cooperage industry.

Cooperage and Lumber Firms Consolidate

An act of consolidation was filed in Baton Rouge, La., merging the L. Baist Cooperage Company, Ltd., and the Baist Lumber and Shingle Company, Inc., into a single organization to be known as the Baist Cooperage and Lumber Company, Inc., of Plaquemine, La. The capitalization of the united company is $70,000.

PORT ANGELES COOPERAGE COMPANY

Manufacturers of

DOUGLAS FIR AND SPRUCE STAVES AND HEADING

We manufacture all sizes of staves and heading. You will find our grade of stock satisfactory in every way.

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5624 DUWAMISH AVE. SEATTLE, WASH.

J. C. Nellis Appointed Chief of Lumber Division, Department of Commerce

Announcement has been made by the Department of Commerce that J. C. Nellis, who has been acting chief of the lumber division of the Bureau of Foreign and Domestic Commerce, in the absence of Axel H. Oxholm, now director of the National Committee of Wood Utilization, has been appointed chief of the lumber division of the department.

Mr. Nellis is a graduate in forestry of the University of Michigan and has been with the Department of Commerce since 1922.

New Company Producing Logs and Stave Bolts

A timber deal of interest to the cooperage trade was consummated by a New Orleans lady, Mrs. Annie B. Fowler, who has transferred to W. A. Wright and Darius Smith some ten million feet of standing timber in Winn Parish. The consideration is said to be $50,000. Messrs. Wright and Smith, who are veteran timber and mill men, have already started operations on this tract, and are getting out logs, piling and stave bolts for sale to the mills at Winnfield. The timber on the tract that is suitable for stave making will be used for that purpose.

Will Manufacture Cooperage Stock and Hogsheads

Edgar Organ & Sons, Clarksville, Tenn., have started remodeling a recently purchased plant and will install cooperage manufacturing machinery. They propose to manufacture a general line of cooperage stock and also tobacco hogsheads.

Barrel Company Incorporates

The Berkshire Hill Manufacturing Co., Pittsfield, Mass., has been chartered to manufacture barrels. The officers of the company are: Raymond Russell, president; Richard Russell, treasurer.

Becomes Manager of Hoop Mill at McGehee, Ark.

J. E. Hardgraves has been appointed permanent manager of the Southern Hoop Company, McGehee, Ark., succeeding the late W. A. Lester, who died recently at Hot Springs, Ark. Mr. Hardgraves had been acting manager during the illness of Mr. Lester.

Cooperage Man Killed by Exploding Drum

Isidore Kieva, proprietor of Kieva's Cooperage, 26 Williams St., Newburgh, N. Y., was killed in an explosion of an empty gasoline drum.

The accident occurred when an employe neglected to ascertain the contents of the drum. In the explosion the head of the drum was torn loose and hit Mr. Kieva, resulting in his death.

The business will be continued as Kieva's Cooperage Inc., under the management of Chas. Kieva.

SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

POSITION WANTED

WANTED—Position as superintendent of tight barrel manufacturing or jointing department of staves or heading. Address "Superintendent," care of "The National Coopers' Journal," Philadelphia, Pa.

WANTED—Position as a working foreman in a slack barrel machine shop. Good references. Address "Foreman," care of "The National Coopers' Journal," Philadelphia, Pa.

BUSINESS OPPORTUNITIES

PAIL AND TUB MACHINERY

Bought, sold, installed, also layouts or plans for buildings and dry-kilns from ground up, for most economical manufacture of packages from logs to warehouse.

J. R. HARRINGTON, Belmont, N. Y.

SECOND-HAND BARRELS FOR SALE

FOR SALE—A few carloads of hard and soft wood, grease and dye barrels, suitable for pitch. Make your first offer in your first letter, as there should be more than one bid for them.

HENRY A. THORNDIKE
P. O. Box 43, Newport, R. I.

HELP WANTED

WANTED—Experienced split stave inspector capable of buying rough staves, superintending bucking operation, etc. State experience and salary required. Address "Inspector," care of "The National Coopers' Journal," Philadelphia, Pa.

SECOND-HAND BARRELS WANTED

WE are in the market for second-hand single- and double-headed barrels suitable for oil, tar, tallow, etc. AMERICAN COOPERAGE CO., INC., Maurer, N. J.

WANTED—Alcohol and motor oil drums in good condition. Address NEWARK STEEL DRUM COMPANY, Linden, N. J.

WANTED—We are in the market for any amount of colored barrels, 19⅛" sugar size. Address PERTH AMBOY BARREL CO., 1049 State St., Maurer, N. J.

MACHINERY WANTED

WANTED—Two No. 4 Greenwood Slack Barrel Stave Cutters.
One 21" to 28½" Slack Barrel Stave Bolt Equalizer.
One 28½" to 34" Slack Barrel Stave Bolt Equalizer.
Eight 32" Widdison Top Spring Stave Jointers.
Two 36" Widdison Top Spring Stave Jointers.
240 Endwise Piling Stave Bolt Cars.
One Right Hand Stave Bolter Rig.
One Left Hand Stave Bolter Rig.

Address "Stave," care of "The National Coopers' Journal," Philadelphia, Pa.

WANTED—Used beer barrel machinery. Send quotations and specifications to "E. C.," care of "The National Coopers' Journal," Philadelphia, Pa.

WANTED—Second-hand barrel washing machine for inside and outside washing. Answer stating lowest price for same. Address KIEVA'S COOPERAGE, INC., Newburgh, N. Y.

PLANTS FOR SALE

FOR SALE—Slack stave mill consisting of
Three Drum Saws
One 60 H. P. Boiler
One 50 H. P. Engine
Stave Bolt Equalizer
Stave Equalizer
Stave Planer

and all other equipment necessary for operation. Will sell at a sacrifice for quick disposal. Address "Stave Mill," care of "The National Coopers' Journal," Philadelphia, Pa.

FOR SALE—Complete tight barrel factory equipped with Holmes Machines, 80 horse power steam boiler, 5,000 ft. of floor space, 4 acres of land. Capacity 400 barrels per day. Located on N. Y. C. Railroad. We will sell the whole plant, including real estate or will sell the machinery or one-half interest. The price is very low.

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Churchville, New York

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FOR SALE—Several 24" and 26" Whitney Stave Sawing Machines.
Several Low and High Frame Oram Jointers.
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FOR SALE—One Clough and Witt chamfering and crozing machine.
One Clough and Witt trusser.
One Trevor heading jointer.
One Trevor heading turner.
All in A-1 condition and for sale cheap.

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Livingston, New York

Wooden Barrel Manufacturers' and Dealers' Directory

CANTON BARREL COMPANY, Canton, Ohio. — Dealers and brokers in Wooden Barrels of all descriptions, Tight and Slack.

H. METZGER'S SONS, 11-15 Eighteenth St., Richmond, Va.—New and Second-Hand Barrels, Kegs and Hogsheads of all kinds.

EMPIRE BARREL CO., 1925 Clinton St., Detroit, Mich.—Second-Hand Barrels of all descriptions. Lard Tubs and Nail Kegs.

J. S. JONES COOPERAGE, 12 N. 19th St., Richmond, Va.—Dealer in Used Tight and Slack Barrels of all kinds.

MOEHN COOPERAGE CO., 310 Southeast Ninth St., Des Moines, Iowa.—New and used Tight and Slack Barrels for Apples, Poultry, Sugar, Alcohol Kegs, etc.

PHILIP KADISH, 34 South St., Somerville, Mass. — Dealers in large quantities of all kinds of Second-Hand Barrels and Kegs. Prompt shipments.

AMERICAN COOPERAGE CO., INC., Maurer, N. J.—Manufacturer of New Tight Barrels made of oak, fir and gum stock.

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JOHN PAXTON & CO., 5435 Cosgrain St., Montreal, Canada.—Manufacturers of and dealers in Flour, Sugar and Apple Barrels. Fir Pork Barrels, 100 lbs. and 200 lbs.

HOUSTON COOPERAGE AND TUB CO., Box 546, Houston, Texas.—New Tight Barrels from 5 gal. to 55 gal. New Slack Barrels of all kinds. Second-Hand Barrels. Ice cream Tubs all sizes.

PERTH AMBOY BARREL CO., 1049-63 State St., Maurer, N. J.—Dealer in New and Used Tight and Slack Barrels of all descriptions.

JACK COHEN COOPERAGE WORKS, 725 W. Henry St., Indianapolis, Ind.—Dealer in Second-Hand Barrels of all kinds.

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Murray, C. E., Decherd, Tenn. 13
Peel & Bro., J. M., Lake Village, Ark. 25
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Powell Cooperage Co., Memphis, Tenn. 16
Sheahan Co., B. C., Chicago, Ill. 25
Skuse's Cooperage, Rochester, N. Y. 25
Smith Lumber Co., W. T., Chapman, Ala. 3
Struthers-Ziegler Cooperage Co., Detroit, Mich. 3
Sutherland, Innes Co., Ltd., Chatham, Ont. 5
Trexler Cooperage Co., Allentown, Pa. 25
Tharp & Co., E., Norfolk, Va. 25
Vail Cooperage Co., Ft. Wayne, Ind. 5
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. 5
Wineman, Jr., Henry, Detroit, Mich. 16

STAVE AND HEADING MACHINERY

Gerlach Co., The, Cleveland, Ohio ..... I. B. C.
Holmes Machinery Co., E. & B., Buffalo, N. Y. ..... F. C.
Noble Machine Co., Fort Wayne, Ind. 5
Oram Co., The John S., Cleveland, Ohio 14-15
J. C. Pennoyer Co., Chicago, Ill. ..... *
Rochester Barrel Machine Works, Rochester, N. Y. ..... B. C.
Trevor Manufacturing Co., Lockport, N. Y. ..... I. B. C.

STEEL AND WIRE HOOPS

American Steel and Wire Co., Chicago and New York 13
Henning, Inc., E., Chicago, Ill. 4
H. Paduart, Sartrouville, France 24

TIGHT BARREL MAKERS AND BARREL STOCK

California Barrel Co., San Francisco, Calif. 13
Chickasaw Wood Products Co., Memphis, Tenn. 4
Easton Cooperage Co., 51-53 N. Delaware Rd., Easton, Pa. 24
Hudson & Dugger Co., Inc., Memphis, Tenn. 3
National Cooperage and Woodenware Co., Peoria, Ill. 4
Pekin Cooperage Co., 330 Spring St., New York, N. Y. 5
Pittsburgh Barrel and Cooperage Co., Pittsburgh, Pa. 24
Southport Corporation, New Orleans Bank Bldg., New Orleans, La. 4
Sutherland, Innes Co., Ltd., Chatham, Ont. 5
Welti & Bro., A. M., Cleveland, Ohio 24

TIGHT COOPERAGE STOCK (Manufacturers or Dealers)

Coleman Co., Wm. H., Jackson, Tenn. ..... I. F. C.
Colwell Cooperage Co., New York, N. Y. ..... *
Eckhardt & Lennon, Monroe, La. 25
Harlan-Morris Mfg. Co., Jackson, Tenn. 25
Hennen Cooperage Co., The, Lake Providence, La. 25
Henning, Inc., E., Chicago, Ill. 4
Krafft Cooperage Co., St. Louis, Mo. 25
Ozark Stave Co., Chicago, Ill. 5
Pennoyer Co., J. C., Chicago, Ill. ..... *
Sheahan Co., B. C., Chicago, Ill. 25
Sigman, M. L., Monticello, Ark. 4
Southport Corporation, New Orleans Bank Bldg., New Orleans, La. 4
Sutherland, Innes Co., Ltd., Chatham, Ont. 5
Wilson Stave Co., W. W., North Little Rock, Ark. 25

TIGHT STAVE MANUFACTURERS

Eckhardt & Lennon, Monroe, La. 25
Henning, Inc., E., Chicago, Ill. 4
Sigman, M. L., Monticello, Ark. 4
Southport Corporation, New Orleans Bank Bldg., New Orleans, La. 4
Sutherland, Innes Co., Ltd., Chatham, Ont. 5
Wilson Stave Co., W. W., North Little Rock, Ark. 25

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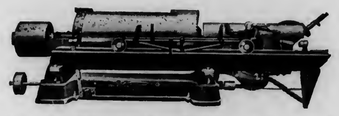

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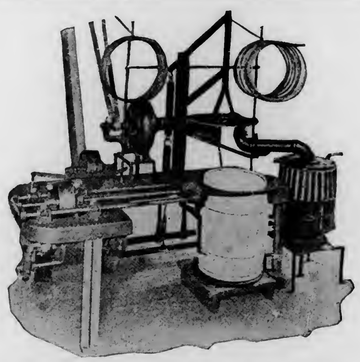

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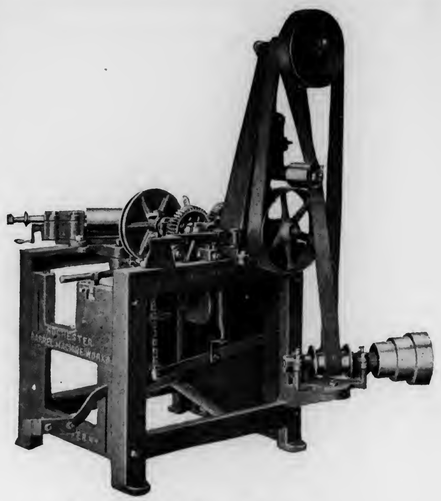

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The National COOPERS' JOURNAL

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OF

The Associated Cooperage Industries of America

HOTEL SHERMAN, CHICAGO

November 13, 14, 15

The future of your industry and your individual business depends upon the solving of the vital problems which at present confront the cooperage trade and hold in check its legitimate progress.

Trade Extension and Standardization are the two outstanding factors of the cooperage industry today that would bring renewed vigor and increased prosperity to the wooden barrel business if accepted and put into immediate working activity.

A full discussion will be held on Trade Extension and Standardization at the Thirteenth Semi-Annual and as it is upon the outcome of the discussion and the decision made that the future betterment of the cooperage trade will largely rest, a fully representative attendance is hoped for at the Chicago meeting.

A definite program along constructive lines has been arranged and with whole-hearted and undivided co-operation a turning point should be reached that will lead to better business conditions generally with mutual advantages accruing to stock manufacturers, coopers and barrel consumers alike.

The coming semi-annual therefore presents an opportunity for you to aid in protecting and advancing the welfare of your industry and your business.

Will you accept or reject the opportunity? Remember that failure to solve our trade problems quickly and effectually has been the reason for the decline in wooden barrel consumption. To put our hands to the plow NOW and work co-operatively means increased trade and business prosperity for each and every member of the cooperage industry.

Bigger and better business is possible. You can forge ahead or go backward—but you cannot stand still—What is your choice?

COME TO CHICAGO NOVEMBER 13, 14, 15, AND JOIN WITH THOSE WHO ARE WORKING FOR THE GOOD OF THE ENTIRE COOPERAGE INDUSTRY. IT WILL BE TIME AND MONEY WELL SPENT.

The Associated Cooperage Industries of America

B-20 Railway Exchange Bldg., Saint Louis

The National Coopers' Journal

FORTY-FOURTH YEAR | Philadelphia, October, 1928 | $2.00 PER YEAR VOL. XLIV, No. 6

Volume of Orders Sufficient to Keep New Orleans Cooper Shops in Steady Operation

General Run of Business in Off Season Holds Down Unemployment in Barrel Plants—Trade Should Develop Keg Demand From Pecan Nut Growers—Increased Use of Sugar Barrels Up to Cooperage Industry

There is much unemployment in New Orleans, but this condition is not evident in the cooper shops. The stories told by all the coopers here are so much alike that it is hardly worth while to call the roll and interview them. If you wander out the Old Basin Canal, that once busy artery of commerce that has now apparently become a garbage dump, you will soon come to the old shop of the Louisiana Mfg. and Cooperage Co., which has been changed into some kind of an automobile factory, or assembling and repair plant. The cooperage business has traveled over into the next block.

E. B. Peyronnin Opens His New Cooper Shop

E. B. Peyronnin, Jr., who was so long the business manager of the big factory, closed out the business of his old firm, then moved over into the next block and opened his new plant in his own name at 2636 St. Louis Street, showing some courage by going into business during the off season.

His neighbors, the N. J. Long Cooperage Co., Inc., 2734 St. Louis Street, are busy on ventilated potato and oyster barrels, sugar barrels and nearly every other kind of slack package.

In the uptown section the plant of the Burbank Cooperage Co., Inc., seems to be working chiefly on tight barrels, though Mr. Burbank admits that he is making a few fish barrels, not more than 200 a day.

The next uptown shop is that of the J. G. Moll Cooperage Co., where they are at present chiefly occupied with used packages.

In the downtown section Heyd & Williams are making sugar barrels, the Southern Cooperage Co. is making barrels of M/R stock, and there are a number of small shops gathering up, repairing and selling used barrels, and then, if you go far enough, you will come to the great plant of the Brooklyn Cooperage Co.

Sugar Developments in St. Landry Parish

Most of the older readers of the JOURNAL will probably remember St. Landry Parish, La., where they used to go to offer slack barrel stock, but never sold any. That Parish is shown on the maps as mostly lake and swamp, but in reality it is a fine farming country, though it still clings largely to the single crop. The farm lands were divided up into about fifty-four big sugar plantations that used to produce cane to supply four mills, owned respectively by Dr. W. D. Haas, Crockett & Weil, Henry Roy and Geo. L. Singleton, but as these mills were not equipped for refining sugar they bought no slack stock, though every one of them used a good many molasses and syrup barrels.

The latest development in that Parish has been the erection of a new and modern sugar mill at Arnaudville by the widely and favorably known sugar men, the Singleton brothers. This mill will be ready for operation on this year's cane, and has a capacity of 400 tons of cane per day.

Arnaudville is a good town on the S. P. and N. I. & U. roads, and the cane in its vicinity, which will supply the mill, is of the "P. O. J." variety, and promises a 40 per cent. increase in production per acre over the old varieties of cane, so the prosperity of the planters is assured, and it is safe to do business with them. The only question is, what number of barrels are they likely to need? They will certainly use many syrup and molasses barrels. The matter of sugar barrels is now up to the cooperage trade.

Coca-Cola Company Largest Individual Sugar User

This sudden digression to sugar mills illustrates the fact that no genuine Louisiana man can talk or write on any subject for five minutes without drifting around to the subject of sugar. Do you know who the world's largest individual sugar user is? If not, you may be surprised to learn that it is the Coca-Cola Company. Last year it consumed sixty thousand tons, and at one time bought all its sugar in barrels, just as it should still be doing. It has two plants in this city. In one of these a carload of sugar is used every day in the making of syrups. These syrups are barreled and then trucked to the bottling plant. For this purpose 6,000 high grade tight barrels are used every year. The fact that these barrels are made by the Brooklyn Cooperage Co., and that they are used by the Coca-Cola Co. is proof positive that they are the best that can be made, and so no further description is necessary.

There is apparently no reason why these barrels should not be used over and over again for the same purpose, but they are not. The used barrels are placed on the market and sold for a good price, and when the brands are scraped from the heads they are as good as new, and suitable for any purpose for which a tight barrel should be used.

Costly Cleansing Equipment Necessary to Handle Bagged Sugar

The Coca-Cola people say that their plant is "a model of efficiency and a sermon in cleanliness," and they tell the truth. To be sure they buy sugar in bags, sometimes, but their treatment of this bagged sugar is a fine advertisement of the barrel, for they know what bagged sugar is, and have elaborate and costly appliances for cleansing the sugar from the lint and dirt that it gathers in the bags. Their products are clean, but, considering the cost of making them so, it would be much cheaper and more convenient for them to buy their sugar in barrels only. Don't argue with them about this, for they are all right. Go to the sugar people with this argument, and make them your barrel offerings.

Cooperage for the Cottonseed Oil Trade

The business that should now be the world's largest user of tight packages is the cotton oil industry. This business has its largest development in the United States, and its largest factor is the Southern Cotton Oil Co., of which the Wesson Oil and Snowdrift Co. is the sole owner, and which has headquarters in New Orleans. No matter what packages are used the products of this concern are wholesome foods, but those in the wooden packages are the best, and our friends, the Southport Corp., Inc., with an extensive plant at Southport, a suburb, and offices in the New Orleans Bank Bldg., and the Chickasaw Wood Products Co., with offices in the Maritime Bldg., are making sure that this trade is supplied with the best possible cooperage. Collecting, cleaning, repairing and sending back these high class packages, when emptied, is an important detail in most of the smaller shops here.

Source of Used Barrels a Study in Geography

The variety of used packages that find their way to these small shops is surprising. There are linseed oil barrels, bearing the brands of New York and Philadelphia, syrup and starch barrels from corn products plants in Indiana and

Chicago, flour barrels from the great milling centers, kegs of redwood, or Douglas fir that have brought grapes from California, and there is even an occasional apple barrel. Just now the warehouse of Kohnstamm & Co., the laundry supply people on Poydras Street, is stuffed with high-class slack barrels, each with four beaded steel hoops and each containing 280 lbs. net of carbonate soda. These, when emptied, will be a help to the trade.

Shipment of 21,180 Hogsheads of Olives Arrive in New Orleans

The biggest thing in the way of cooperage that has reached this port for a long time was a cargo of olives. The S. S. "Cardonia" recently brought in 21,180 hogsheads, each weighing 1,600 lbs. gross, and each containing 160 gallons of olives. It took some work to make these huge packages, and the work was well done, for they were fine casks. The trade here will readily absorb a thousand such packages, but when they come in lots of 21,000 and more what will be done with them? Who needs 21,000 good, used hogsheads of 160 gallons capacity? Someone should buy them in, knock them down, bundle the materials and ship them back to the land of olives, selling them for a higher price than can be obtained here.

Wooden Barrel vs. Steel Drum in the Petroleum Industry

The business of the world seems to be in a constant course of development, and as the petroleum industry changes it shows an increasing tendency to drift away from the wooden barrel, and to adopt the steel container as its standard package, and it is necessary for the coopers to watch the changing package requirements of this trade.

A Thriving Industry That Ships in Kegs

Some of the best small packages made in this city have been kegs to hold pecans. The raising of these nuts is an important industry in this section, and it is only an ordinary farm that has 1,600 trees, which yield 50,000 pounds of nuts per annum. Such a farm, and there are many of them, should use between one and two thousand kegs per annum. The business is worth cultivating, and the keg should be recognized as the best container for pecans.

Fire at Alcohol Plant Demonstrates Damage From Steel Drums

New Orleans was recently visited by a most destructive fire, in which the storage sheds of the American Solvents & Chemical Co. were destroyed and 344,500 gallons of alcohol went up in flame and smoke. This vast amount of highly inflammable liquid was stored in 6,500 steel drums.

It was a terrific spectacle. Every drum that exploded would hurl some other drum hundreds of feet into the air, where it would explode, casting its fragments and flaming contents long distances, an impressive object lesson to those who advertise that the steel drum is an absolutely safe package. There can be no fireproof container for inflammable liquids, and nothing safer or better than the wooden barrel.

Volume of Flour Barrel Business in Buffalo Much Larger

The demand for flour barrels is keeping the coopers busy these days and the output is a little larger than a month ago. The local flour mills are running full time, including Sundays in some cases, so they have a big volume of flour business. Two small mills that formerly figured in the local list are not in operation, one of them having been burned some months ago, and the other having changed hands is idle while preparations are being made to start up under new ownership.

A good deal of cooperage material is being offered in the local market, and at prices that are regarded as low. Coopers are not buying heavily, however, even when bargains are offered, unless they happen to be in need of it, and where they are under contract it is not difficult to get prompt delivery of stock. A marked tendency to call for steel hoops for flour barrels is shown, though coopers are making barrels as usual with various styles of hoops.

Well Made Wooden Barrels Always the Best

There is nothing as good as a well made wooden hooped flour barrel, according to the coopers, and they take pride in turning out the best that can be made, so far as carrying flour or other material is concerned. One cooper says that he has received a compliment from a high source in the East on his good tight barrels, and he feels that he will have to work hard now in order to maintain his reputation. But the same cooper has not much to worry about in this line, for he has long made excellent barrels.

The Cold Packing of Fruit Increasing in Popularity in New York

The cold pack method of handling cherries for the market is growing in popularity in Western New York. The cherry crop was below normal this year, because of the cold and rainy spring, which had a bad effect upon the buds. Five cherry packing companies in Wayne County have packed about 700 tons this season, as against about 1,200 tons a year ago.

Substitute Containers Hurting Business of Apple Barrel Coopers

No very large number of apple barrels are counted on by country coopers this year. Consequently they are not buying any heavy amounts of material. A large share of the apples are said to be going into baskets. This is a different state of affairs than was found in Virginia orchards when a visit was made there by New York State fruit growers several weeks ago. They found that the Virginia orchardists were using a good many barrels. Coopers think that such ought to be the case in New York State, but it is difficult to make some of the growers see it. However, the cooperage trade must keep constantly hammering home the quality of barrels to hold this business.

WANTS IN COOPERAGE LINES

"Barrels," Care of THE NATIONAL COOPER'S JOURNAL, *Philadelphia, Pa., is in the market for oil barrels and all kinds of half-barrels.*

Pecan Crackeries Company, Union Springs, Ala., wants prices and information on slack barrels from manufacturers in Alabama and nearby States. Barrels are to be used for packing pecan meats.

A firm in Rosario, Argentina, is in the market to purchase wooden tubs. Address No. 33,678, Bureau of Foreign and Domestic Commerce, 20 South 15th Street, Philadelphia, or Washington, D. C.

A firm in Saloniki, Greece, is in the market to purchase tight oak staves for beverage barrels. Address No. 33,680, Bureau of Foreign and Domestic Commerce, 20 South 15th Street, Philadelphia, or Washington, D. C.

James C. Davidson, 130 Prince Alfred Street, Durban, South Africa, is in the market for new glucose or corn syrup barrels, approximately 50 Imperial gallons capacity, in shook form. Give prices including cost, insurance and freight at Durban, Port Natal, South Africa.

British Cooperage Market in Healthy Condition—J. C. Tinkler

The cooperage trade has been fairly brisk in Great Britain during the summer.

Quite an improved demand has been experienced this year for tight barrel stock, due to the fine summer trade in consuming lines. Brewers have been busy and more orders for barrels have been put out than seemed likely earlier in the year. Memel Oak is used exclusively for this trade.

General cooperage has also had much better business and coopers have little to complain about.

Trade is normal in slack cooperage circles but the demand is only moderate. Fir staves are now arriving freely, but quite large quantities have been bought up and the stock this winter will be smaller than the past year or two.

Taken altogether, the market here is quite healthy.

Starts New Cooperage Plant

Christian Finke has engaged in the cooperage manufacturing business at Portland, Ore., under the name of the Finke Cooperage Company. He has already started operations.

Stave Plant Destroyed by Fire

The stave plant and warehouse of John L. Phillippe, Bluefield, W. Va., was recently destroyed by fire. The loss is estimated at $20,000.

"Purity and Cleanliness" in Candy Industry Would Be Guaranteed By Use of Wooden Barrels for Shipment of Sugar Supplies

Efforts of Manufacturers to Protect Product From Contamination Offset by Sugar Shipped in Flimsy Bags

The Southern Wholesale Confectioners' Association recently held its eighth annual convention in New Orleans, something like eight hundred members from all over the country being present. A veteran cooper attended the meetings, not looking for business but for information. The program was interesting, and every speaker made the same statement, that sanitation was the principle on which his business was founded, and that "Purity and Cleanliness" were the watchwords of his establishment, while the candy show held in the lobby of the hotel was magnificent.

The Candy Industry is Now "Big Business"

The cooper was an old man, and it may be that his memory played him false, but it seemed to him that he could remember a time when the only candy handled by druggists was a jar of hoarhound, when the grocer carried only one jar of stick candy and one of peppermint drops, when a bucket of candy for Christmas was a large order, and when a candy "store" was kept by an elderly woman whose whole equipment and stock in trade had not cost more than ten dollars. If there ever was a time like that, it has been left far behind, for the candy stores now are palaces of splendor and the manufacturing of candy is the business of millionaire corporations headed by great captains of industry.

The Wooden Bucket Still a Factor in the Candy Trade

The meetings were strictly business, but the candy makers and dealers were a magnificent lot of fellows, all sociable and obliging, and between meetings one of the most prominent of them found time to answer some of the cooper's questions.

"Why have candy makers abandoned the use of the wooden candy bucket?" the cooper asked.

"We have not by any means abandoned it," the manufacturer replied. "We use thousands of buckets for certain kinds of candy and for certain branches of our trade. For grocers and for the five and ten cent stores the candy is put up in buckets, and the usual practice is for the dealer to empty the buckets into his show case, ready to be dipped out with a little scoop and to be filled into the paper bag for his customers."

"Isn't there danger that candy sold in this way will be contaminated by repeated handling?"

"Not the slightest. The wooden bucket is as clean, germ proof and sanitary a container as can be made. The bucket candy sold by any respectable retailer is as pure and wholesome when it reaches the consumer as it is when it leaves the factory."

"Why, then, don't you use buckets exclusively?"

"The bucket candy is for people who want candy, but there are many buyers who care little for the candy itself. What they want is a package that will make an attractive gift, and will serve as a handsome parlor ornament. They buy the package, not the contents. See those packages on the end of the table? Every one of them is a work of art, with a handsome picture on the cover. It is edged with gold, with wreaths of painted roses around the sides and is tied with a ribbon of real silk. I do not know what these packages retail for in your city, but they cost the factory two dollars each."

"How much of that two dollars was for the box, and how much for the contents?"

"Every one of those boxes cost one dollar and ten cents, while the contents of each box cost ninety cents."

How Do You Buy Your Sugar—in Barrels or Bags?

"You buy sugar in carlots, of course, but in what kind of packages is it shipped to you?"

"We always buy the best sugar obtainable, but I have never given any thought to the way it was shipped. Sometimes it reaches us in barrels, but it is usually in bags."

"How is it handled and stored in your warehouse, when you have a large supply?"

"Purity and Cleanliness" in Manufacture—But Sugar Stored in Bags

"When I am at home and on the job I give my personal attention to the manufacture and packing of candy. You know our motto is 'Purity and Cleanliness,' and I am so wholly occupied in making that maxim a reality that I have no time to bother about the storing and handling of the sugar, and I suppose it is the same with the other members of the Association."

"I hope," the cooper said, as he rose to depart, "that some day you will watch the transfer of a shipment of sugar from a barge into railroad cars and from the cars into your warehouse, and that you will then give me your ideas regarding 'purity and cleanliness'."

Convince the Candy Trade That the Wooden Barrel is a Guarantee of "Purity and Cleanliness" in Their Product

The cooper was much edified by the meetings. He had met a group of high class business men whose motto was "Purity and Cleanliness," who devoted all their energies to sanitary processes of manufacture, and to keeping their products pure and wholesome, but who bought their raw materials in flimsy bags, exposed to all manner of filth and germs, and with no thought of trying to keep this material clean by receiving and storing it in sound and sanitary barrels. However, the idea of men paying a dollar and ten cents for a box to hold ninety cents worth of goods was nothing new to him. His neighbors, rich and poor alike, when buying pickles, molasses, sugar, salt, vinegar and oatmeal usually paid more for the package than they did for the contents.

Fortunately America is a rich country, otherwise it would be ruined by such extravagance. Fortunately we are a hardy race. Otherwise the dirt that bag shipment has injected into the materials from which our food, which we take such pains to have cleanly cooked and served, is made would have long ago exterminated us.

It is true, after all, that "every one of us must eat a peck of dirt before we die," and when our food products are shipped in bags we are likely to get double measure.

How Much of This Alcohol Output Will Go Into Barrels?

Mr. S. M. Mayer, of the S. M. Mayer Alcohol Co., located at Gretna, La., which although is on the other side of the river, is practically a manufacturing suburb of New Orleans, announces that his concern has effected a consolidation with the David Berg Distilling Co., of Philadelphia, and the American Distilling Co., of Pekin, Ill.

As a result of this merger the large importations of Cuban molasses that in the past have been shipped through this port to Pekin, Ill., for manufacture, will be transformed into alcohol here. Mr. Mayer will remain Vice-President and General Manager of the vast business, which will operate with a capital of $5,000,000, and will greatly increase New Orleans' immense output of legitimate alcohol.

The important question is, will the vast amount of alcohol produced by this concern all be put in metal drums, or will a large part of it go into wooden barrels, keeping two or three stave and heading mills busy supplying materials for the containers?

Mr. Mayer is reputed to be a capable and exceedingly enlightened man, and certainly ought to be able to appreciate the merits of the wooden barrel as a container for his products, if the matter were put before him in the proper light.

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(Signed) J. A. MURPHY,
Business Manager.

Sworn to and subscribed before me this 9th day of October, 1928.
(Seal) JAY R. GRIER, Notary Public.
(My commission expires January 1, 1931.)

Proper Trade Rally at Semi-Annual Will Win Tremendously for the Wooden Barrel

THE Thirteenth Semi-Annual Meeting of The Associated Cooperage Industries of America is called for November 13th, 14th and 15th at the Hotel Sherman, Chicago, and the success or failure of this convention as it pertains to the future prosperity of the cooperage industry lies in the hands of association members.

Whether or not the three days' session in Chicago will reflect good upon the cooperage trade in the way of enhancing the interests of the wooden barrel, depends not only upon the number of members on hand but more particularly upon what these members do with their time during the convention.

The issues before the industry at present are such that it is only by the most exhaustive kind of study that decisions can be reached which will rebound to the benefit of the trade. It is useless for any one to say that our industry is not confronted by serious problems, and it is equally as useless to say that these same problems can be solved, without the whole industry giving thorough thought to them and then passing the result of such thought along to the organized body of the trade for discussion and consideration.

THE JOURNAL freely admits that social contact and trading during conventions are a legitimate part of such gatherings, but far more important to the welfare of the cooperage trade right at the present time would be the undivided interest of every member in the proceedings of the coming semi-annual, letting the desire for social contact and the elusive order take second place for the time being, and not overshadow as has, unfortunately, been customary, the prime motive for association conventions,—the good of the industry and the welfare of its entire membership.

Everyone agrees, we believe, that the three leading subjects of President Sigman's recent questionnaire are vitally important to the future well-being of the cooperage industry. Trade Extension, Standardization and Statistics affect every phase of the cooperage business; costs, quality of manufacture, economy of manufacture, elimination of waste, lessening of the over-production evil, the protection of present markets, and the opening up of new channels of distribution are all tied up intimately with these three subjects.

How is the cooperage trade to secure lasting benefits from these and other subjects which will be placed before the convention for discussion? Surely not by having a full lobby and an almost empty meeting room during the proceedings. Let us look at the facts fairly and squarely. Group sessions are a most important part of cooperage conventions, yet time and again has there been only a good sized handful in attendance at Group Sessions, when they should have been packed by members of the trade eager to give of their knowledge and experience so that the industry might advance in business volume and profit. It is in Group Sessions that the greatest good can come to our trade from conventions. In these sessions is given the opportunity for the individual to discuss questions that relate particularly to his branch of the trade. It is regrettable, yet true, that there is a tendency to dodge the Group Sessions, and to this one tendency more than to any other can be laid the failure of movements initiated at previous conventions that had for their aim the protection and future progress of the cooperage industry.

The scheduled Thirteenth Semi-Annual will afford another opportunity to our trade to better existing conditions throughout the cooperage industry; to plan for extending and increasing the use of the wooden barrel; and to place the cooperage trade on such a firm foundation that a greater volume of business and increased profits will be possible to each and every one interested in the manufacturing and selling of cooperage and cooperage stock.

Will our trade grasp the opportunity offered and work out a constructive campaign in the interests of the wooden barrel, or will the Thirteenth Semi-Annual merely be another cooperage convention with our industry disastrously marking time while competitive industries are fully awake and making the most of the opportunities afforded them by the laxity of the cooperage trade? The decision is up to you, Mr. Cooperage and Cooperage Stock Man, and upon your decision depends the future advancement or retrogression of your industry and your own business. No one can whip us but ourselves and no one can lead us to victory but ourselves. The choice of goal lies with us.

Substitute Container Advertising Is Routing the Wooden Barrel Out of Profitable Markets—Let's Stop it

TO those who doubt the imperative need for wooden barrel advertising and publicity, THE JOURNAL would recommend a reading of trade publications devoted to the various shipping container industries.

Hardly a month goes by but that one or another of these publications carries an article or news note directly or indirectly defending the cause of wooden barrel substitutes.

The latest substitute container propaganda that has come to our attention appeared in the chemical trade press. In the September 6th shipping container number of *Paint, Oil & Chemical Review* two articles appeared stressing the advantages of wooden barrel substitutes and the economy that is possible by the use of such substitutes. One of the articles referred to especially attacked the efficiency and worth of the wooden barrel in comparison with rope paper and Kraft paper bags as a container for zinc oxide.

The second instance of substitute container publicity occurred in the September number of *Chemical and Metallurgical Engineering*, with the appearance of a short article on Modernization Methods in the Shipping of Chemicals. This particular piece of eulogy states that "Distribution of chemicals and allied products likewise has undergone a change for the better through the wider use of steel and iron drums. These drums not only offer a guarantee against loss of content in transit but generally are employed under a return agreement which gives them a long life as a carrier."

And all the time the cooperage industry remains silent without the slightest effort to counteract the effect of such propaganda. What can be done about it? There is only one combative channel open to the cooperage trade, and that is the immediate adoption of an advertising and publicity plan and the inauguration of a campaign that will include display space and special articles in every consuming trade publication, answering all attacks on the wooden barrel and driving home the merits and economy of the wooden barrel to every industry that uses shipping containers for any purpose or in any quantity.

Strong, steady, effective and well-directed advertising is not a gamble today in any business or trade. It is an indispensable investment that brings the biggest possible paying dividends. Here is what F. F. Fish, secretary of the National Hardwood Lumber Association, said at the recent annual convention of his association relative to the worth of advertising as a business force.

"I am free to confess that I know very little about advertising, *but it is pretty plain to me that an industry that allows its product to become generally regarded as an old-fashioned, out-of-date, inferior material which is being rapidly replaced throughout all industry by hundreds of man-made substitutes is an industry that needs to get better acquainted with the subject of advertising.* * * * * As all of you know I have for many years discouraged any such activity as an independent advertising campaign on the part of our association.

"I have changed my mind. I have arrived at a point where I am convinced that unless we go into a program to re-establish our industry in the good graces of the public, and unless we learn to merchandise hardwood lumber as vigorously and aggressively and intelligently as the manufacturers of substitute materials, we are simply doomed to a few more years of red ink, after which we will disappear from sight altogether. * * * * *"

We, of the cooperage trade, must make advertising support and increase the use of the wooden barrel. Advertising must be the strengthening bulwark of defense and the weapon of offense in the fight of the wooden barrel for the shipping container business of industry. Otherwise, the attacks of the substitute continuing unopposed will assuredly bring defeat entailing heavy and irreparable losses to the cooperage industry. The wooden barrel is fitted structurally and economically for leadership among shipping packages and it needs only the support of its trade to recover and hold this leadership. Let us get busy without further delay.

New Orleans Working Coopers Join in Wooden Barrel Trade Extension Campaign

Falling in line with the wooden barrel trade extension campaign to regain the business of the asphalt industry the working coopers of New Orleans have added their support to the movement started last month, as reported in the September JOURNAL, by addressing the following letter to the New Orleans Association of Commerce:

New Orleans Asso. of Commerce,
315 Camp Street,
New Orleans, La.

GENTLEMEN:

We, the undersigned working coopers, all residents of this city, most respectfully call your attention to the fact that the State of Louisiana and the City of New Orleans use vast quantities of asphalt in the construction of highways and streets. This asphalt is handled in thin steel or sheet iron containers, made by outside labor, of materials not produced in this State. The same is true of the great quantities of oils and greases used by this city and State in street and highway work. They are bought in containers made by outside labor, and of materials not produced here. This is a hardship on the laboring men of this city and State. Can we not enlist your aid on behalf of home labor?

We are convinced that wooden barrels are the best, most economical and convenient container for asphalt, and also for all the oils and greases used by the city and State on public works. Such barrels if used would be made of Louisiana timber, manufactured in Louisiana mills, and the barrels would be made in Louisiana shops, all representing Louisiana capital, and all employing Louisiana labor.

Your honorable body would render a great service to home industries and home labor if you could see your way to taking this matter up with the proper authorities, and suggesting that asphalt, oils and greases used on public works should be purchased in wooden barrels.

Trusting that you will give this matter your consideration, we are,

Very respectfully yours,

NAME	ADDRESS
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THE JOURNAL'S representative in New Orleans, has made arrangements to demonstrate the well-known superior advantages of the wooden barrel as a shipping container for asphalt. This demonstration will take place, if possible, at the convention of the Association of Asphalt Paving Technologists, which will be held in New Orleans, December 3rd to 6th.

It's All in the Day's Work, But the Wooden Barrel is the Best Shipping Container of Them All

The Shipping Clerk Tells the Story of His Eighteen-Hour Job—Profits Leave by Way of Inferior Shipping Packages—Wooden Barrel Most Hardy Container in Use—Protection of Products an Important Item to Manufacturers

Specially Written for THE JOURNAL

The shipping clerk of the Freight Forwarding Co. reached the dock at 6.30 A. M., prepared for business. He carried a small hatchet at his belt, his pockets were filled with nails and balls of sewing twine, his shirt was decorated with several large darning needles, ready for instant use, and he had stored in the shed a bundle of cotton sacks and a little pile of box boards. His assistant, Gawge Washemtn, who towered above him like a bronze Hercules, carried a few tools, a roll of binding wire and a coil of those thin steel bands that are used to strengthen the corners of boxes. A small party of negroes accosted the clerk,

"Say, Boss, got any job faw we-all today?"

"No," he told them. "I have nothing in sight at present, though I don't know what may turn up later."

Satisfied with this answer they went across the street, where they could sit in the shade and smoke, and wait for something to turn up, while the clerk walked down the long line of freight cars, checking their numbers with his shipping papers and wishing that he could get a raise.

You Cannot Make Money When the Shipping Package is Inferior

When the Freight Forwarding Co. was organized its promoters saw easy money ahead. All they had to do was to receive shipments that came from interior points for export, turn the papers over to the steamship companies and then receive their fees from the shippers. They had hired the shipping clerk with the understanding that he should stay in their office, write a few letters to foreign consignees and make out occasional shipping documents. His salary was small, but his work was to be so light that it would be just like finding money.

The results were not what they expected. The goods they received for forwarding were so badly packed, the boxes were so flimsy and the sacks so thin that there was trouble with practically every shipment. The shipping clerk, who had been promised such an easy time, had to go out to the docks and look after the goods as they were being transferred, scoop up spilled merchandise, patch up boxes, sew up ripped sacks, and then, when he was resting, write to the shippers, explaining how the goods had been damaged, file claims against transportation companies and write to the foreign consignees, persuading them to accept the damaged shipments.

Damage Claims and Losses Eat Up the Profits

Reconciling the divergent views of shippers and consignees was difficult. To avoid delays and extra charges goods were usually shipped "inspection allowed." In foreign ports, however, particularly in Havana, the inspection of goods on the dock is not permitted, and they had to be taken at once to a bonded warehouse, entailing a drayage charge and a warehouse charge, before the consignee could examine his goods and see how badly the boxes were broken and how the bags were torn. Then the purchaser would make a heavy claim on account of damage to the goods, with all the extra drayage, warehousing and handling charges added. It was the shipping clerk's duty, at night when he was resting, to explain these matters to the shipper and show him that he must stand the loss. So it came that the shipping clerk worked early and late, and yelled for a raise, but did not get it, for his employers, fighting shippers on one side and consignees on the other, were but little better off than himself.

It Takes a Hardy Container to Withstand Handling in Transit—Page the Wooden Barrel

Fortunately the shipping clerk had nothing to do with transferring the goods from the railroad cars to the steamships. That was done by longshoremen in the employ of the dockboard. These huge, brawny fellows jerked open a car door, adjusted their run boards and with incredible speed and dexterity began rushing goods out of the cars and across the docks.

"'Hey, Boss, we need you," one of them yelled. The clerk hurried up and found that in opening the car the door had caught on one of the boxes that had listed against it, so that one side of the box had been torn off. The clerk, with his faithful assistant, carried the box aside and began to repair it, when another cry arose from another car, "O, Boss, come here quick and looky!"

Use of Wooden Barrel Most Economical in Long Run

This second car was filled with cooking oil in five-gallon tins, and no steamship would accept the shipment in that form. Tin cans for export must be boxed or crated.

Leaving Gawge Washemtn to repair boxes the clerk called the negroes who were loafing in the shade, led them to a nearby shop, bought a supply of suitable strips, had them carried to the dock and set to work showing the men how to crate tin cans, wondering all the while how he would explain this extra expense to the shippers, and also wondering why they did not save all this trouble and expense by shipping their oil in barrels. The laborers were willing but awkward, and before he had them fairly started at crating he was called to the third car, which was loaded with fine table salt in sacks. A longshoreman, coming down grade with a hand truck heavily loaded with sacks, had gone too close to a pile of other freight, one of the sacks had caught on a corner and its end had been torn out. Hastily the clerk rescued the remains of the sack, put what was left of its contents, including what he could scrape up from the floor, into a new sack, supplied by himself, then hurried on to use his needle and sewing twine on other sacks. In the middle of the load in that car he found a curious thing, a sack with a hole in it three inches square that had certainly not been made in transit. It looked like some heavy man had deliberately stamped his heel through the sack, and the salt, being of the "easy sift" variety, had sifted out and reached the floor of the car, where only a small part of it could be swept up and saved for table use. If the next user of that car loads it with flour in sacks, that flour will reach destination ready salted, and save the baker some expense.

No Rest for the Weary Shipping Clerk

The noon hour came, and the negroes, borrowing small change from the clerk, rushed away to the nearest lunch counter, while he sat on a pile of freight, munched a sandwich, figured out damages, worked on his shipping documents and wished he could get a raise.

This was not his first experience on the docks. Years before he had worked there with a gang of coopers, repairing barrels damaged in transit. It was a good job, but coopers finally learned to avoid the use of staves having large knots on the bilge, learned to fasten hoops on a barrel so that they would not slip off, and how to croze barrels so that they would hold the heads, so the coopering of barrels on the dock ceased to be a regular calling. A well made barrel does not require a skilled mechanic to follow it around all day to keep it from going to pieces, so he lost his job, because there were no such jobs any more. Now as he munched his sandwich, and figured damages he looked out over the

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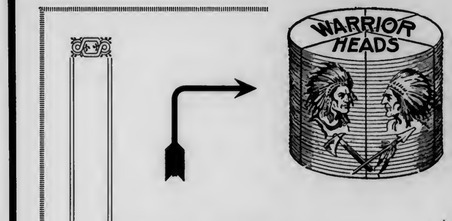

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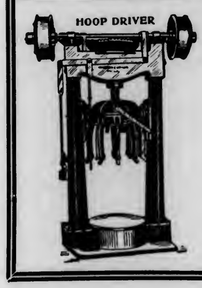

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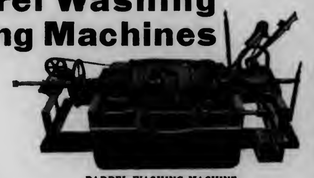

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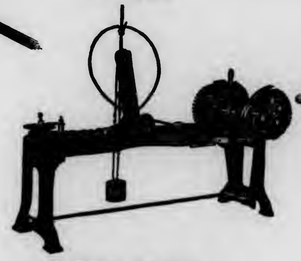

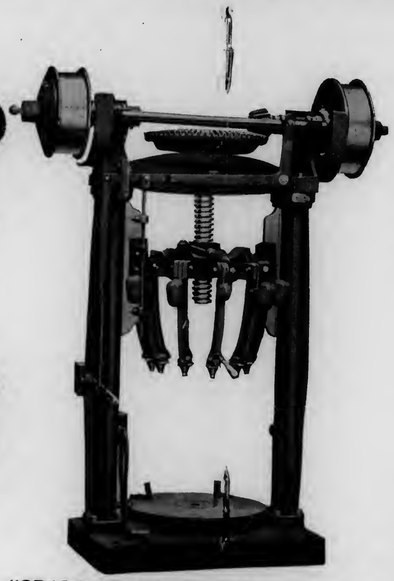

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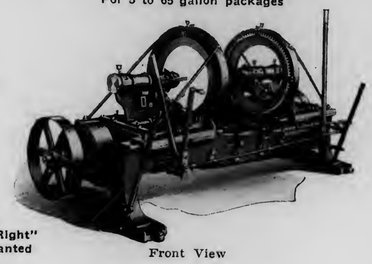

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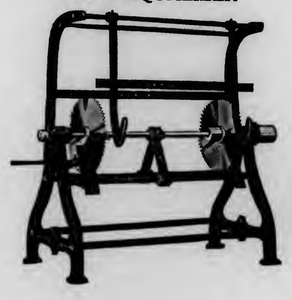

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endless piles of miscellaneous freight about him, saw cotton bales, in endless procession, marching up the sides of steamships, and, yes, he saw some barrels being loaded on a vessel.

A Well Made Barrel Will Stand More Rough Usage Than Any Other Container

On the dock five barrels were stood on end together, a rope was lowered by some mighty power overhead, lassoed the barrels, lightly hoisted all five of them, swung them out and lowered them on the freighter's deck. The rope was released, and the barrels were rolled swiftly into the vessel's hold. It was quick work, and no call for repair men. A well made barrel will carry more weight and stand more rough usage than any other package made of the same weight of timber.

What Happens to Sacked Flour on the Docks

Smoking on the dock is positively prohibited, so many of the men had gone back to the obsolete habit of chewing tobacco. During the hour of rest a group of them lounged on a pile of flour sacks, rested and chewed and chewed and chewed, and the clerk noticed that the snow white sacks under and about them were becoming thickly spotted with yellow and brown. A good understanding existed between him and the men. It pleases the southern negro to imagine that "his white man" is a person of importance and is entitled to respect, so they obeyed the clerk implicitly, regarded him as a great aristocrat, which he was not, and spoke to him with more respect than he desired or deserved, watched out for his safety, defended him from hostile shipping clerks who tried to encroach on the floor space allotted to him, imposed on him with hard luck stories, lied to him and borrowed his small change as ruthlessly as if he had been their owner of two generations ago.

Approaching them he said peremptorily, "Here, boys, stop spitting on that flour." They stared at him with amazement. Simple, honest souls, they had spent their lives handling freight, and it had never once occurred to them that flour could be injured by spitting on it. The clerk was used to being obeyed without question, but this time he had to back down and say that he was only joking. If he had tried to enforce his order and save that flour he would have lost his job, for no one on the docks would work for a man with such old granny notions about cleanliness.

Flour millers apparently care as little about sanitation as these negroes do, otherwise they would ship their flour in barrels.

The Wooden Barrel Will Protect Contents From Pilferers

At one o'clock the work of unloading cars was resumed, and one of the longshoremen called, "Hey, Boss, come quick. Dey is somepin mighty funny about dis heah box."

The clerk hurried to investigate and took the doubtful box from the hand truck. The shipment was a small one, consisting of wooden boxes so neatly filled with one-pound cartons of sugar that they could be handled as if the whole package had been one piece, but this one box was an exception. It was only partly filled, and when it was lifted the contents could be felt to shift about. The box was apparently intact, but at one corner there were marks, apparently made by some pointed tool. The clerk applied the corner of his hatchet, and one of the cover boards readily came off. That box had been opened in that same way before, probably at the point of origin, several packages of sugar extracted, the lid closed again and the package shipped without the theft being detected.

The clerk fastened the lid on again, nailed a bit of steel band over the corner, so that the same thing would not happen again, marked the package "Four pounds short," and reflected, "The only really pilfer-proof package is a well headlined barrel, for even a trained cooper can scarcely open such a barrel, steal part of its contents and close it up again without detection.

Nails Have a Habit of Puncturing Tin Cans

Next, one of the men crating oil cans yelled for help. Not being a good mechanic he had driven a nail through a crate board into the side of a can and the contents were leaking out. Of course the clerk was equal to the emergency. There is a pine tar preparation that is sold in ten cent sticks and used chiefly for repairing small leaks in metal roofs. Taking one of these sticks from his pocket he cut off a small slice with his knife, applied it to the wounded can, pressed it down with his thumb and closed the leak. It was apparently all right, and he hoped that the patch would hold until the can was accepted by the consignee. If it did not, and that oil leaked out in the hold of the steamship, he intended to, according to the time honored custom of shipping clerks, pass the buck, and put the blame on someone else.

His employes were not the only awkward or careless workers in the world, for one of the freight cars contained a small shipment of cooking oil in well crated tins, but one of the tins was empty. The tin had been pierced by a nail in the crating, the damage concealed and the oil had leaked out in the car. The negroes found some gunny sacks and wiped the oil from the other freight as best they could, but most of the oil was left on the bottom and sides of the car. If that car is next used for flour in bags the baker will not need to put shortening in his bread, that will already be done to the flour, so one man's loss is another's gain.

Export Goods Demand the Best Package and Packing Methods

As the clerk sewed busily on an injured sack of flour the space near his own was filling rapidly with freight that was being unloaded from an ocean freighter. Much of this freight was in ponderous boxes, made of heavy boards fitted together as accurately as the moth proof chests that are made to hold the clothes of rich folks, and were most elaborately cleated.

"What is in those boxes?" he asked of the dock foreman who stood nearby, checking up the consignment.

"Pipe fittings, and other small metal goods," the foreman replied. "They come from Germany, and each of those boxes carries a thousand pounds. American goods are better than German goods, American business methods are better, and we are naturally better men, but still the Germans invade our trade territory and are driving us out of our own markets, especially in South America, because they know how to pack their goods and use better packages. I have never seen a German package injured in the handling."

Boxes of This Type Much More Expensive Than Barrels

Any one of those boxes, made to carry a thousand pounds, would, if made in this country, have cost one-third more than a high grade tight barrel. The Germans do not use many barrels, because they would have to buy their stock abroad and tariffs, dock charges and the cost of much rehandling would eat them up, but why is it that the American would rather lose his trade than ship in barrels?

"And Long Into the Night"

Five o'clock came and the laborers ceased work, and the clerk paid off his extra men, for they would not work on the same job two days at a time, and he would have to hunt new men tomorrow, then he and his loyal and truthful Gawge Washemtn toiled on, sewing sacks and repairing crates, until the night watchmen turned them out and drew down the fireproof screens of the sheds.

Then the clerk dined hastily at a quick lunch counter, went to his firm's office, which at that hour was deserted, took off his shirt, which was dripping with perspiration, hung it before the electric fan to dry, sat down at his typewriter desk and proceeded to explain to his shippers why they would have to pay such heavy charges for repairing boxes and sacks. He also had to write to the consignees, explaining that certain packages were short weight, and that certain shipments would have to be held up for the next boat, so that the packages could be put in order. This part of his correspondence was in foreign languages, so until far into the night he changed from one language to another, then into a third or fourth, and wrote and wrote and wrote.

Working eighteen hours a day had made him a pessimist. For him the air was heavy with discouragement, the heavens were dark with grief and the whole earth was muddy with tears. He knew that he would never get easier hours or more pay until his shippers consented to use barrels.

New Regulations on Mexican Consular Invoices

According to T. L. Gaukel, District Manager, Bureau of Foreign and Domestic Commerce, St. Louis, Mo., a new customs law authorized by the Mexican Government, will go into force January 1, 1929. The new law is to the effect that no consular invoices covering shipments to Mexico will be required after that date.

Louisville Cooperage Trade Enjoying Period of Trade Betterment

Last Quarter Has Produced More Business Than Early 1928—Prospects for Coming Months Are Encouraging

Business in tight cooperage has been good during the last quarter. Demand has not been sufficient to crowd the local plants, but the volume has been so much better than in the early part of the year that the trade is feeling rather good over conditions and the outlook for the future.

Frosts Damage Cucumber Crop

Heavy frosts in the Louisville territory and northward on September 25th, killed off much produce, cucumbers, etc., with the result that the October demand for barrels and kegs for packing food products of the vegetable and fruit variety may not be as good as had been anticipated. Killing frosts were about twenty-eight days ahead of schedule in Kentucky, and cost the farmers plenty of money.

Demand for Slack Barrels Below Normal

Demand for slack barrels has been considerably below normal this season. The first crop of potatoes could not be marketed profitably and was left in the ground, until prices improved, with the result that very few barrels were used. Later when digging did begin shipments were made in sacks, or bulk cars. The apple crop has been so large that in some sections farmers have not figured that apples were worth picking and shipping, other than in bulk cars, with the result that there was no active demand for apple barrels in this territory; however, there should be a good demand for tight barrels for cider and vinegar.

Normal Consumption of Cooperage by Cottonseed Oil Trade

Discussions on the cotton situation and the probable demand for cooperage for cottonseed oil indicate that there will not be more than a normal demand. With a cotton crop estimated at about 14,500,000 bales, there will not be more than the usual activity among the southern cottonseed crushers. However, it is reported that in the Memphis territory the crushers are getting their plants in shape, and anticipating more than average operations.

Louisville Cooperage Company Acquires Plant of Eckhardt & Lennon

The Louisville Cooperage Co., of Louisville, recently suffered a $40,000 fire loss, when three kilns at its Bonita, La., heading plant were destroyed, including contents. The fire occurred early in September. Instead of rebuilding the kilns the company has purchased the heading finishing plant of Eckhardt & Lennon, at Monroe, La., where it will hereafter do its drying, jointing and circling of heading. The Bonita plant will continue to saw heading, but will do no finishing. Eckhardt & Lennon are retiring from the cooperage business, and arranging to wind up the business. The Louisville company also has stave mills at Jonesville and Waterproof, La., in addition to its recently started operations at Sunbright, Tenn., and also has three stave mills in eastern Kentucky.

Better Demand for Cooperage in Paint Industry

Much progress is being made by the paint and varnish trade in Louisville, and a better market is being developed with these industries for tight cooperage. The Jones-Dabney Co., Louisville varnish manufacturers, has built such a large business with the Detroit auto manufacturers that it has installed a branch plant there for production of lacquers. The J. F. Kurfees Paint Co., Louisville, is erecting a new addition, doubling its already large floor space. The Reliance Varnish Co. is also erecting new buildings, doubling its capacity; and the Schaefer Co., Louisville varnish manufacturers, are erecting a new lacquer producing plant. The Lampton, Crane & Ramey Co., and Sterling Paint and Color Co., have recently occupied a much larger and better plant than the old one.

Lumber Kiln Drying Company Suffers Fire Loss

The Norman Kiln Drying Co., Louisville, commercial driers of lumber and forest products, suffered a bad fire in mid September, which destroyed about eight out of the twenty kilns and damaged some of the rest, including a lot of material, which was insured. However, reconstruction is going ahead at the rate of twenty-four hours per day and the plant will soon be back in operation.

The Texas Company Plans Four New Refineries

The Texas Company is erecting four new refineries; one each at San Antonio, Amarillo, and El Paso, Texas, and one at Cody, Wyo.

The size of these refineries will be based on the crude available and the extent of the market in each locality.

The company's refinery at Lockport, Ill., is to be increased in capacity by 7,000 barrels of oil daily, almost double its present daily production.

The capacity of the four new plants will average around 3,000 barrels daily for the refineries at Amarillo, San Antonio and Cody, and about 1,500 barrels for the plant at El Paso.

Traffic Activities of Southern Hardwood Traffic Association

Among the new rail concessions and traffic arrangements obtained or sought for the benefit of shippers of hardwoods by the Southern Hardwood Traffic Association are the following:

The Chesapeake and Ohio R. R. has published, effective August 10th, reduced rates on lumber in carloads from all stations on its lines, east of Cincinnati carried as origin points in Tariff 2525-Series, ICC10105, to Durant City, and Kane, Penn., for B. & O. delivery. The new rates represent material reductions.

Southern carriers are considering adoption of the following description to apply in connection with rates on box and barrel material. Heading, hoops, hoop poles, neves, liners, shooks, siding and staves. The Southern Hardwood Traffic Association is anxious to learn whether the proposed description includes all the items that should be in the classification.

The Pennsylvania Railroad has established a rate of 13 cents per 100 pounds on wooden mine material, carload, from Mill Hall to Daguscahonda, Pa., a reduction of 9½ cents.

Publication of transit arrangements by the Missouri Pacific at Alexandria, La., on lumber originating at points on the Tremont and Gulf for manufacture and reshipment to Texas border points.

Louisville & Nashville Railroad has agreed to make substantial reduction in lumber rates from points on its eastern Kentucky division as far south as Ulvah, Ky., to the Ohio river and points in the North and East. The proposal will be filed with the Southern Freight Association promptly and the effective date will be announced as quickly as possible. The reductions will be of considerable benefit to shippers.

Washing out of the Texas and Pacific bridge at Melville, La., necessitating detour routes resulting in increased mileage and higher rates has been made the subject of correspondence with that carrier as the result of which the T. & P. has issued a ruling that on future business including rough material moving between points east and west of Melville, the T. & P. short line rates will be applied regardless of whether or not the freight has to move over detour routes.

Reciprocal switching arrangements at Demopolis, Ala., between the Southern and Frisco have been made on a general basis of a charge of $2.25 per car where the industry pays for the switching. The tariff date will be published shortly.

The Southern Railway will probably amend its transit tariff at Knoxville, Tenn., to include lumber originating at points on the Central of Georgia, destined to Eastern and Virginia cities.

Stave Company Begins Operating

The Georgia Stave Co., Macon, Ga., has placed its plant in operation.

Crop Reports From Government and Trade Press Sources

Estimates for Sweet Potato Crop Are Lowered

As for September 1st, the United States Department of Agriculture estimated the crop 12,310,000 bushels under last year's production. It remains to be seen whether this is equal to the amount which made last year's crop unwieldy. Some are taking it as an indication that the deal may move more smoothly this year if nothing occurs to dam the flow of distribution. This, it is pointed out, could happen, if too large a percentage of the crop is stored for later distribution and not allowed to go into early consumption. Just at present the green stock is being marketed rather freely in Louisiana and other Southern States and will continue to go into consumption so long as the price is sufficient to warrant moving it.

In Texas, it seems, they have more or less worked away from the curing idea, shipping a large percentage of the stock green, and leaving just a few dealers to specialize in the handling of cured stock.

Just now attention is being called to the statement that Southern sweet potatoes depend very much on growing conditions in late fall, and factors may enter to determine the size of the crop after the government's October report is issued. Lack of moisture at that time might cut the size considerably. Recently some sections in Louisiana were so wet shipping was halted while in Texas there was complaint of dry weather. This was affecting the later stock which is held for curing.

A factor that may be considered in the deal this year is that four leading Southwestern producing States may show a decrease in production of 5,800,000 bushels as compared with 1927. Over east of the Mississippi River, the estimate is for around a million bushels less in Georgia as compared with last year, according to the government's September 1st report. North Carolina is near two million bushels short compared with last year and some other important States show marked decreases. On the other hand, New Jersey has stepped up a little. The government estimate credits New Jersey with an estimated production of 2,227,000 bushels this year compared with a movement of 1,890,000 bushels last year.

A peculiar thing about the situation this year is that in the face of reductions in the important States, some less important States show increases. Indiana, Illinois, Missouri, Delaware, West Virginia, New Mexico and Arizona all show an increase, according to the government estimate.

Among the States showing a production of between 1,000,000 and 2,000,000 bushels, California shows a slight increase.

The government estimate of the crop by States, as for September 1st, follows:

	Condition Sept. 1, 1928 Per Cent.	Estimated Production 1928 Bushels	Production 1927 Bushels
New Jersey	87	2,227,000	1,890,000
Ohio	80	322,000	399,000
Indiana	82	230,000	224,000
Illinois	82	1,173,000	1,030,000
Iowa	91	314,000	270,000
Missouri	85	1,459,000	1,344,000
Kansas	85	370,000	408,000
Delaware	85	904,000	880,000
Maryland	83	1,411,000	1,584,000
Virginia	82	5,646,000	5,805,000
W. Virginia	84	338,000	330,000
N. Carolina	82	8,331,000	10,146,000
S. Carolina	77	4,428,000	5,300,000
Georgia	76	9,315,000	10,560,000
Florida	72	2,040,000	2,668,000
Kentucky	81	1,652,000	1,488,000
Tennessee	80	4,992,000	4,704,000
Alabama	76	6,527,000	7,350,000
Mississippi	76	5,605,000	7,728,000
Arkansas	77	3,403,000	4,408,000
Louisiana	77	7,762,000	9,702,000
Oklahoma	77	2,048,000	2,438,000
Texas	67	9,615,000	11,970,000
New Mexico	85	119,000	102,000
Arizona	89	142,000	120,000
California	83	1,245,000	1,080,000
U. S.	77.2	81,618,000	93,928,000

Cabbage Production Below 1927 Yield

The cabbage crop in the nine important late producing States, it is indicated by the government's estimate as for September 1st, shows a shortage of around 100,000 tons as compared with last year's final production. This is the total production of both domestic and Danish cabbage. September 1st, conditions indicated a total crop in the nine States of 560,000 tons as compared with 672,000 last year.

The estimated production of late domestic cabbage as for September 1st, was 262,500 tons as compared with 301,900 last year. The September 1st estimate of Danish cabbage was 297,700 tons as compared with 370,100 tons last year.

The government estimate indicates a decided reduction in domestic cabbage in New York State as compared with last year, while Wisconsin shows a decided gain. The government estimate indicates a shrinkage in Minnesota so far as Danish cabbage is concerned.

The September estimate indicates a shrinkage in Danish cabbage in New York, Wisconsin and Minnesota. The estimate indicates more Danish cabbage in Michigan, less in Ohio and less in Pennsylvania as compared with last year.

According to reports received by the *New York Packer*, growers in that State felt some discouragement following poor returns for their cabbage last year, and in some instances the acreage was reduced. This reduction in acreage was accompanied by adverse weather conditions in the spring which limited yields to a larger extent. Early rains made conditions bad. Later droughty conditions hampered the growth of the cabbage.

On the other hand, Wisconsin has been favored with good weather. The crop got a good start in most districts and has thrived continuously. This, no doubt, accounts in large measure for the increased production of domestic cabbage in that State.

In most Minnesota districts the crop is referred to as "normal" by growers and shippers. Some sections, on the other hand, tell of cool nights followed by some very hot days causing rot. But, generally speaking, conditions have been good in that State.

The government estimate of the late cabbage crop by States follows:

Cabbage Late (Domestic)	Estimated Production 1928 Tons	1927 Tons
Colorado	12,700	12,500
Indiana	12,800	11,900
Michigan	27,100	20,200
Minnesota	10,200	13,000
New York (Exclusive of Long Island)	84,200	157,200
Ohio (Except Washington County)	26,400	21,000
Oregon	8,100	9,500
Pennsylvania	10,000	11,700
Wisconsin	71,000	44,900
Total	262,500	301,900
Danish		(Oct. 1, 1927 Forecast)
Colorado	15,100	13,000
Michigan	3,300	2,400
Minnesota	15,900	21,600
New York	183,800	230,100
Ohio	4,300	5,000
Pennsylvania	3,100	3,400
Wisconsin	72,200	94,200
Total	297,700	370,100
Total Domestic and Danish	560,200	672,000

Cranberry Crop Estimated at 525,000 Barrels

The report of the United States Department of Agriculture, and the New England Crop Reporting Service, make the following estimate of the cranberry crop:

Prospects for cranberries show little change during the past month. At present the total crop for the United States is estimated at 525,000 barrels, 521,000 barrels indicated a month ago. Outside of the short crop of a year ago, the present prospect is the lightest crop in a number of years.

Recent reports still indicate that the Massachusetts crop will total 325,000 barrels

compared with 370,000 barrels harvested last year. The berries are expected to be of medium size in most places. The majority of growers report worm damage as light. Quality and keeping prospects are both very good. Although many growers indicate that the crop is largely on top of the vines, the majority believe that their crops are well distributed through the vines. There are numerous reports of damage from scald. The allowance for damage from that cause a month ago apparently was adequate if current reports can be regarded as typical. Weather conditions during the balance of the harvesting season may modify prospects materially. Barnstable county growers still expect a crop 20 per cent. better than harvested a year ago, while Plymouth County growers expect a total about 14 per cent. short of last year.

Prospects in other States are given in the table below. The report from New Jersey is based on reports from 95 growers having 60 per cent. of the total cranberry acreage. The past season has been about average in Wisconsin and in the Washington-Oregon area.

States	1927 Barrels	Forecast Sept., 1928 Barrels
Massachusetts	370,000	325,000
New Jersey	75,000	135,000
Wisconsin	24,000	45,000
Washington-Oregon ..	26,000	20,000
U. S. Total	495,000	525,000

Larger White Potato Crop Scheduled for the Year

Reports to *The Packer* from commercial potato growing districts in late producing States confirm earlier estimates of a big potato crop this season, and while some districts are showing a lighter yield than first estimates indicated, yet it is obvious that the crop is considerably in excess of last year. Just how much larger, of course, will not be known until the harvest is completed.

Among the States which contribute a large volume to the potato movement each year Minnesota shows a considerable gain over last year, as indicated in the government's September 1st estimate. New York has more, Pennsylvania more, Wisconsin more, Ohio more, Michigan more, North Dakota slightly more and Colorado more.

However, Colorado believes its estimate will be somewhat reduced by the time the October report makes its appearance. Maine is one of the important producing States which shows a light increase. The government estimated the Maine crop at 37,616,000 bushels as for September 1st, compared with 37,288,000 bushels produced last year. The Maine crop seems to be coming out in good shape this year. Last year the first Maine potatoes moved reached the terminal markets in poor condition, and it was not until the early stuff cleared away that the deal got going in good shape. Maine is claiming some market advantages this year and demand from wider areas which is putting a note of optimism in the deal there.

In Wisconsin weather conditions have favored the growth of the tubers and yields are normal, apparently, so in that State no factor seems to have arisen to cause any discount of the yields, although reports from terminal markets speak of decay in early cars believed due to blight

Michigan, too, has experienced good growing weather. Rain has been plentiful and even districts which had unfavorable conditions in the early part of the season tell of improved conditions later which have made for size.

The government's estimate of the potato crop as for September 1st is shown in the following table:

	Condition Sept. 1, 1928 Percentage	Estimated Production 1928 Bushels	Production 1927 Bushels
Maine	81	37,616,000	37,288,000
N. Hampshire	88	1,637,000	1,800,000
Vermont	88	2,957,000	3,255,000
Massachusetts	77	1,563,000	1,400,000
Rhode Island.	82	279,000	220,000
Connecticut .	82	2,161,000	1,635,000
New York ...	82	32,833,000	28,620,000
New Jersey ..	86	8,978,000	9,177,000
Pennsylvania.	85	32,643,000	26,400,000
Ohio	79	13,351,000	12,180,000
Indiana	86	6,335,000	5,035,000
Illinois	90	7,659,000	5,376,000
Michigan	80	35,942,000	23,120,000
Wisconsin ...	91	34,700,000	23,920,000
Minnesota ...	83	37,250,000	33,128,000
Iowa	95	8,559,000	6,150,000
Missouri	91	11,575,000	7,055,000
N. Dakota ...	87	11,011,000	11,526,000
S. Dakota ...	81	6,209,000	7,590,000
Nebraska	86	9,572,000	8,904,000
Kansas	94	7,563,000	5,390,000
Delaware	76	638,000	714,000
Maryland ...	81	4,882,000	5,246,000
Virginia	80	19,814,000	19,760,000
W. Virginia .	90	7,686,000	5,989,000
N. Carolina ..	b84	c9,863,000	c7,368,000
S. Carolina ..	b67	c4,294,000	c3,034,000
Georgia	b72	c1,586,000	c1,241,000
Florida	..	c3,875,000	c3,045,000
Kentucky	92	5,816,000	4,732,000
Tennessee ...	89	4,422,000	3,432,000
Alabama	b69	c3,469,000	c2,475,000
Mississippi ..	b69	c1,236,000	c936,000
Arkansas	b72	c2,380,000	c1,972,000
Louisiana ...	b70	c2,842,000	c2,665,000
Oklahoma ...	b66	c4,986,000	c2,925,000
Texas	b60	c2,320,000	c2,310,000
Montana	89	5,233,000	5,265,000
Idaho	82	20,627,000	24,380,000
Wyoming ...	86	2,769,000	2,414,000
Colorado	77	18,946,000	16,046,000
New Mexico .	72	120,000	150,000
Arizona	85	242,000	320,000
Utah	81	3,386,000	2,970,000
Nevada	86	903,000	780,000
Washington .	78	10,967,000	13,430,000
Oregon	80	5,200,000	6,240,000
California ...	80	7,840,000	7,956,000
U. S.	d83	c466,815,000	b406,964,000

b—Condition of late crop.
c—Production of early and late crops combined. September, 1928, includes 31,171,000 bushels of early potatoes and 5,680,000 bushels of late potatoes in States marked.
d—Includes allowances for condition at harvest of the early Southern crop.

New Net Rate for Forest Products Agreed Upon by Shippers and Railroads

Conditions under which two net rates will be used in the Southwest have just been worked out by officials of the Southern Hardwood Traffic Association and representatives of the Missouri Pacific, Frisco, Rock Island and Cotton Belt Railroads. The agreement follows:

"1. The usual rough material rate to the first reshipping point and the same rough material rate from the first to the second reshipping point as would apply on an initial movement of the same character of rough material plus the following arbitraries in connection with the second movement, will be available: 100 miles or less, one cent per 100 pounds; 200 miles and over 100 miles, one-half cent per 100 pounds; over 200 miles, no arbitrary.

In applying these rates the bond and claim arrangements will be available at the second reshipping point in the same manner as at the first reshipping point.

"2. The rates will apply on all kinds of common woods and the list of commodities from the first to the second reshipping point will include lumber, plywood, flooring, rough staves and heading, spoke billets and blanks, spoke bolts sawed to shape for manufacture and (or) reshipment. If it develops that additional articles should be added the Traffic Association will do so.

"3. The usual ratios now published in the tariffs will be applied.

"4. Time limit at these reshipping points will be twelve months.

"5. Shipper at the first reshipping point will be required to endorse outbound bills of lading representing the product of raw material on which inbound rough material rates are applied with a notation along the following lines; 'For further manufacture and/or reshipment.' Where shipments from the first reshipping point represent free tonnage it will not be necessary to put the endorsement referred to on the outbound bills of lading therefrom. But where shipments from the first reshipping point do not represent free tonage and it is expected to receive credit for such shipments to the second reshipping point against the inbound rough material obligation it is absolutely essential that the bills of lading carry the notation referred to in order that the carrier may know what rates to assess and in order to insure receiving the proper credits. In continuing the bond arrangement this is the simplest method of billing that has been devised but the traffic association will make individual explanations."

Tariffs of the lines referred to are being prepared in accordance with the terms of the agreement and the effective dates are expected to be announced shortly. The matter of similar revisions is also being taken up with other Southwestern lines.

J. A. Baker Packing Co., Asheville, N. C., has been reorganized with a capital of $50,000.

Here and There Among Wooden Barrel Users

Alcohol Demand May be Described as Very Favorable

Alcohol shipments against orders in hand are moving out rapidly. The coming of winter is increasing the demand for this product for anti-freeze compounds, while orders from general lines of consumption are coming in in more than the usual volume.

The production has been practically disposed of for the balance of 1928 and, of course, the weather will be a factor in the future demand.

The distillers of alcohol are progressing with their national advertising campaign and are looking forward to a great increase in sales as a result of their efforts along this line.

Combined total output of ethyl alcohol as computed by the Industrial Alcohol Institute during the month of August was 9,329,236 wine gallons compared with 8,142,650 in July and 6,213,791 wine gallons in June.

Inventories on August 31st show 5,483,-223 wine gallons of ethyl, 7,721,637 of C. D. and 978,292 wine gallons of S. D. making a total of 14,183,152 wine gallons. These figures compare with 11,818,044 July 31st and 9,483,496 wine gallons on June 30th.

As to methanol conditions have not changed very materially. However, there appears to be a much stronger tone to this market at this writing.

Distillers look upon the future with confidence as every prospect is favorable for the advancement and growth of their industry.

Chemical Industry Continues to Advance in Volume of Sales

According to information from the chemical industry, business during September showed a decided increase over previous months with the prospects for October favorable for a continuance of the better conditions which have prevailed since the opening of the fall season.

Contract shipments are going forward freely, and while producers are not keen to contract very far into 1929 because of prices, nevertheless the indications are for a broadening out in demand and shipments right into the new year.

Business is competitive but satisfactory with production sufficient to meet requirements. Manufacturers report a large call for bichromates, and also heavy shipments of caustic soda and soda ash. Barium salts are also strong and Glauber salts are moving to dyeing establishments very actively. These firms are also placing more orders for intermediates and other dyes and colors necessary to their operation. Taking all phases of the chemical industry into consideration there is every reason for an optimistic feeling with regard to the balance of 1928 and during the year approaching.

Vegetable Oils are in Flourishing Condition as to Demand and Price

Inquiries continue numerous for vegetable oils and the entire line of products show a decided improvement.

The castor oil demand continues steady. China wood oil is receiving good call, and the sale of palm oil has increased sufficiently to clean up the spot market with a good volume of orders ahead for the quantities in shipment.

In sympathy with competing products cocoanut oil is developing a firmer tone with inquiries from consumers more active than for some time.

Various leading consumers have booked contracts for shipments well into the new year.

Perilla oil is featured by a good consumer demand, but with the old crop cleaned up prices have advanced materially. The new crop of this oil will not be ready for distribution before February or March of next year.

There are no pessimistic reports from the vegetable oil trade because everyone looks forward to a continuation of the present satisfactory condition.

Steady Sales Volume Prevails in Animal Oil Trade

Among animal oil producers there is a feeling that trade will improve. At present the demand for degras is steady at firm prices. Trading in lard oils has increased, while neatsfoot oil shows an enlarged sale.

Oleo oils are showing a somewhat light movement right now, shipments being restricted to actual requirements, but this has not affected the market. Red oil shows strength both as to demand and price and the improvement in stearic acid trade has placed this product in a strong position.

Cottonseed Oil Shows Strength

Influenced by the cotton situation, additional strength has developed in the cottonseed oil market. Trading in crudes has been active with a slight increase in prices.

Consumers are willing to place orders for large quantities because of the almost inevitable higher prices.

It is the general opinion among producers and consumers that the coming Government report will show a decrease in the cotton production of from 500,000 to 1,000,-000 bales, and naturally the tendency in the oil market is bullish.

New York Evaporated Apple Industry to Begin Season's Operations

Apple evaporators in western New York have begun operations, but prospects for a good year are decidedly slim, due to the competition of Caiifornia dried apples. The New York output probably will be small, possibly less than 600 cars.

A number of dry houses already are drying Maiden Blush, Wealthies and several other early varieties of apples. Other driers throughout Western New York will begin on some of the later varieties, including Greenings, which will be the principal apples dried.

The 1927 evaporated apple crop from this section was entirely sold, and the evaporators will start with a clean bill. Usually hundreds of tons of the old crop are going on the market at this time of year, but several factors contributed to cause a sell-out of the old crop this year.

In the first place, last season's apple crop was small, even lighter than this year's crop is estimated to be. Demand was good, prices were satisfactory, and evaporators had little difficulty in disposing of their supplies. Consequently, there probably is not a full car of dried apples from last year's crop to be found in Western New York at the present time.

In some sections of western New York, experiments are being carried on this year in evaporating apples by means of dehydraters, instead of the old kiln method. The dehydration system has been used in this State before, but the cost has been too great to make it profitable. The product dried in this manner this year is immensely superior to that produced in the old manner. The experiments are being tried with apples, beets, carrots, raspberries and some other commodities.

New Cement Company Organized in Texas

The Republic Cement Company, San Antonio, Texas, has been organized with J. H. Smith as president.

The company will erect a new cement plant having a yearly capacity of over a million barrels. The cost of the plant is placed at $2,500,000.

W. M. Thornton, vice-president of the corporation, will be in active charge of operations.

F. W. Beese and L. A. Wilbur have leased the Milan Packing Plant, Milan, Ill., and will greatly expand operations.

Forest Service Recommends Restoration of Forests to Supplement Engineering in Flood Control

The results of an intensive study made by the Forest Service of the entire Mississippi drainage system, to determine the place of forests in the problem of flood prevention and control, are given in a publication of the United States Department of Agriculture just off the press, "The Protection Forests of the Mississippi Watershed and Their Part In Flood Prevention," by E. A. Sherman, associate forester, Forest Service.

This report will be presented to Congress at its next session, as one of a series being prepared in accordance with the Act of Congress approved May 15, 1928, "For the control of floods on the Mississippi river and its tributaries," which includes the following provision:

"That the president shall proceed to ascertain through the Secretary of Agriculture and such other agencies as he may deem proper, the extent to and the manner in which the floods in the Mississippi valley may be controlled by proper forestry practice."

In outlining the scope of the report, the associate forester says, "While this is primarily a report on the protective influence of the Mississippi valley forests, the study upon which it is based necessarily covered surface conditions and land use generally. The starting point was the self-evident fact that the condition of the land surface has a direct influence on the amount of water held and retained by the soil, on the time and rapidity of run-off, and on the silt content of streams contributing to floods, as well as on the volume, velocity, and turbidity of the water itself. It follows that any form of land use which affects the condition of the surface has a direct bearing on the run-off from that land."

The report shows graphically and statistically the location and extent of what are supposed to be the most critical areas in the Mississippi valley, judged by their need of forest cover to prevent excessive run-off and erosion. The regions classified as critical areas amount to 289,000 square miles in 30 States.

Among the important findings of fact in the report are: Since the settlement of the Mississippi valley the proportion of forest area in the basin of the Mississippi has been reduced from 40 to 20 per cent. by necessary human use and by unnecessary abuse and neglect; the forests on critical areas, with the exception of the lands within public forests and parks, are not contributing full service in the direction of flood control, largely because of injury by fires in commercial woodlands and too heavy grazing in farm woodlands; the loss of soil by erosion from cultivated fields is a serious menace not only to the channels of the Mississippi River, but to the permanency of profitable agriculture in many parts of the valley which have thus far flourished through the virgin fertility of soils now rapidly eroding.

The report culminates in a series of recommendations for remedial action by the Federal Government, in addition to the construction of levees, reservoirs, by-passes, and spillways as flood-preventive measures. In this connection, the associate forester says: "Forest rehabilitation is not urged as an alternative to engineering works for flood control. It is supplementary to the engineering program, but it is a supplement of such importance that no complete plan of flood control can omit it." The recommendations include:

Extension of co-operation between the Federal Government, the States, and private owners in the protection against fire of all forests on the Mississippi watershed.

Co-operation between the Federal Government and farmers in the planting to forests of idle waste lands on farms and submarginal lands used agriculturally.

Provision for supplying information and advice to owners of 115,000 square miles of farm woodlands in regard to the use and marketing of forest products.

Purchase of several million acres of protection forest lands, to be administered as national forests, on the Mississippi watershed.

Continuance of protection and administration of the present national forests, parks, and game refuges, and addition to national forests of adjoining forested areas of unreserved public domain.

Investigation of the Bad Lands in the Missouri River basin, and of the breaks in northern Texas and western Oklahoma from which the Arkansas and Red Rivers draw their first great burden of silt, with a view to devising methods of preventing the present serious erosion.

Adoption of the plan of control of public grazing lands recommended by the Secretaries of Agriculture and the Interior.

Provision for securing a permanent record of streamflow measurements and silt content of the Mississippi River at some point below Cairo and on each of the principal tributaries entering the river below that point, and for securing in this way data essential to a longtime study of land use and of remedies for erosion.

Copies of the report can be obtained free of charge by writing to the Department of Agriculture, Washington, D. C.

New York State Adopts Grading Rules for Grapes

Official State grades for grapes have been established in New York State and these will apply to all grapes sent to market in closed packages. They must be marked "ungraded" or marked according to the United States grape standards issued by the Federal Department of Agriculture: United States Fancy Table Grade, United States No. 1 Table Grade, United States No. 1 Juice Grade. The package must also bear the name of the packer or shipper and must be marked to indicate the net weight of contents.

With the new regulations strictly adhered to, New York State growers will enhance their reputation for good grapes, and perhaps have less competition from California.

Are You a Tobacco Expert?

Cuba is said to produce 500,000 bales of tobacco yearly. In this case the word "bale" is used as a standard of quantity, or weight, a bale being 120 pounds, making the annual production 60,000,000 pounds.

Some of this tobacco is actually shipped in barrels, New Orleans coopers supplying the shooks. When tobacco is shipped in a bale the bale is simply a big bundle of tobacco wrapped in a coarse mat, or square of sacking of native manufacture that costs practically nothing, while a tobacco barrel in Cuba is comparatively expensive. If, then, the tobacco grower sometimes uses barrels he must have some good reason for doing so. What is that reason?

When tobacco is exposed to air and dirt in an open bale, does it dry out and spoil, or does it become damp and moldy, or injured in any way? If there is any tobacco expert in the cooperage business it might be worth while for him to investigate this point, and set the shippers right on the question, "Why use barrels for tobacco?"

Jesse Shallcross, Coatesville, Pa., is erecting a new abattoir which will be ready for occupation about November 1st. A well equipped sausage and rendering equipment will be installed.

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H. METZGER'S SONS, 11-15 Eighteenth St., Richmond, Va.— New and Second-Hand Barrels, Kegs and Hogsheads of all kinds.

EMPIRE BARREL CO., 1925 Clinton St., Detroit, Mich.— Second-Hand Barrels of all descriptions. Lard Tubs and Nail Kegs.

J. S. JONES COOPERAGE, 12 N. 19th St., Richmond, Va.—Dealer in Used Tight and Slack Barrels of all kinds.

MOEHN COOPERAGE CO., 310 Southeast Ninth St., Des Moines, Iowa.—New and used Tight and Slack Barrels for Apples, Poultry, Sugar, Alcohol Kegs, etc.

PHILIP KADISH, 34 South St., Somerville, Mass. — Dealers in large quantities of all kinds of Second-Hand Barrels and Kegs. Prompt shipments.

AMERICAN COOPERAGE CO., INC., Maurer, N. J.—Manufacturer of New Tight Barrels made of oak, fir and gum stock.

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JOHN PAXTON & CO., 5435 Cosgrain St., Montreal, Canada.— Manufacturers of and dealers in Flour, Sugar and Apple Barrels. Fir Pork Barrels, 100 lbs. and 200 lbs.

HOUSTON COOPERAGE AND TUB CO., Box 546, Houston, Texas.— New Tight Barrels from 5 gal. to 55 gal. New Slack Barrels of all kinds. Second-Hand Barrels. Ice cream Tubs all sizes.

PERTH AMBOY BARREL CO., 1049-63 State St., Maurer, N. J.— Dealer in New and Used Tight and Slack Barrels of all descriptions.

JACK COHEN COOPERAGE WORKS, 725 W. Henry St., Indianapolis, Ind.—Dealer in Second-Hand Barrels of all kinds.

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1—Greenwood 60" heading jointer
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1—Rochester 24" heading planer
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1—Rochester No. 4 heading turner
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Gerlach Co., The, Cleveland, Ohio	I. B. C.
Trevor Manufacturing Co., Lockport, N. Y.	I. B. C.

SECOND-HAND BARRELS

	Page
Heidt & Son, C., Jersey City, N. J.	4
Pittsburgh Barrel and Cooperage Co., Pittsburgh, Pa.	24

SLACK BARREL MAKERS AND BARREL STOCK

Colwell Cooperage Co., New York, N. Y.	F. C.
Greif Bros. Cooperage Co., Cleveland, Ohio	5
Heidt & Son., C., Jersey City, N. J.	4
Jacobs Cooperage, K. W., Milwaukee, Wis.	25
Jerry & Co., Stephen, Brooklyn, N. Y.	4
Noble, Wm. K., Ft. Wayne, Ind.	16
O'Donnell Cooperage Co., N. and H., Philadelphia, Pa.	25
Skuse's Cooperage, Rochester, N. Y.	25

SLACK BARREL STOCK (Manufacturers or Dealers)

Henning, Inc., E., Chicago, Ill.	4
Murray, C. E., Decherd, Tenn.	3
Noble, Wm. K., Ft. Wayne, Ind.	16
Pennoyer Co., J. C., Chicago, Ill.	16
Struthers-Ziegler Cooperage Co., Detroit, Mich.	13
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y	16
Wineman, Jr., Henry, Detroit, Mich.	13

SLACK COOPERAGE STOCK (Manufacturers and Dealers)

Bartlett, O. L., Mound City, Ill.	24
Colwell Cooperage Co., New York, N. Y.	F. C.
Fields-Latta Stave Co., Dyersburg, Tenn.	25
Greif Bros. Cooperage Co., Cleveland, Ohio	5
Henning, Inc., E., Chicago, Ill.	4
Jerry & Co., Stephen, Brooklyn, N. Y.	4
Mill Shoals Cooperage Co., St. Louis, Mo.	4
Murray, C. E., Decherd, Tenn.	3
Peel & Bro., J. M., Lake Village, Ark.	24
Pennoyer Co., J. C., Chicago, Ill.	16
Powell Cooperage Co., Memphis, Tenn.	13
Sheahan Co., B. C., Chicago, Ill.	25
Skuse's Cooperage, Rochester, N. Y.	25
Smith Lumber Co., W. T., Chapman, Ala.	5
Struthers-Ziegler Cooperage Co., Detroit, Mich.	13
Sutherland, Innes Co., Ltd., Chatham, Ont.	24
Trexler Cooperage Co., Allentown, Pa.	25
Tharp & Co., E., Norfolk, Va.	25
Vail Cooperage Co., Ft. Wayne, Ind.	24
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y.	16
Wineman, Jr., Henry, Detroit, Mich.	13

STAVE AND HEADING MACHINERY

Gerlach Co., The, Cleveland, Ohio	I. B. C.
Holmes Machinery Co., E. & B., Buffalo, N. Y.	I. F. C.
Oram Co., The John S., Cleveland, Ohio	14-15
J. C. Pennoyer Co., Chicago, Ill.	16
Rochester Barrel Machine Works, Rochester, N. Y.	B. C.
Trevor Manufacturing Co., Lockport, N. Y.	I. B. C.

STEEL AND WIRE HOOPS

American Steel and Wire Co., Chicago and New York	3
Henning, Inc., E., Chicago, Ill.	4
H. Paduart, Sartrouville, France	24

TIGHT BARREL MAKERS AND BARREL STOCK

California Barrel Co., San Francisco, Calif.	3
Chickasaw Wood Products Co., Memphis, Tenn.	4
Easton Cooperage Co., 51-53 N. Delaware Rd., Easton, Pa.	24
Hudson & Dugger Co., Inc., Memphis, Tenn.	5
National Cooperage and Woodenware Co., Peoria, Ill.	4
Pekin Cooperage Co., 330 Spring St., New York, N. Y.	24
Pittsburgh Barrel and Cooperage Co., Pittsburgh, Pa.	24
Southport Corporation, New Orleans Bank Bldg., New Orleans, La.	4
Sutherland, Innes Co., Ltd., Chatham, Ont.	24
Welti & Bro., A. M., Cleveland, Ohio	24

TIGHT COOPERAGE STOCK (Manufacturers or Dealers)

Coleman Co., Wm. H., Jackson, Tenn.	I. F. C.
Colwell Cooperage Co., New York, N. Y.	F. C.
Harlan-Morris Mfg. Co., Jackson, Tenn.	25
Hennen Cooperage Co., The, Lake Providence, La.	25
Henning, Inc., E., Chicago, Ill.	4
Krafft Cooperage Co., St. Louis, Mo.	25
Ozark Stave Co., Chicago, Ill.	24
Pennoyer Co., J. C., Chicago, Ill.	16
Sheahan Co., B. C., Chicago, Ill.	25
Sigman, M. L., Monticello, Ark.	4
Southport Corporation, New Orleans Bank Bldg., New Orleans, La.	4
Sutherland, Innes Co., Ltd., Chatham, Ont.	24
Wilson Stave Co., W. W., North Little Rock, Ark.	25

TIGHT STAVE MANUFACTURERS

Henning, Inc., E., Chicago, Ill.	4
Sigman, M. L., Monticello, Ark.	4
Southport Corporation, New Orleans Bank Bldg., New Orleans, La.	4
Sutherland, Innes Co., Ltd., Chatham, Ont.	24
Wilson Stave Co., W. W., North Little Rock, Ark.	25

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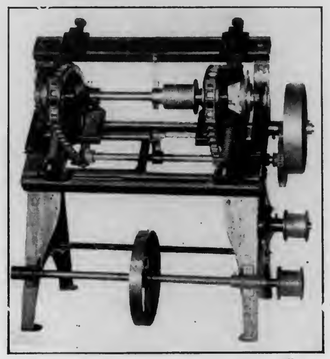

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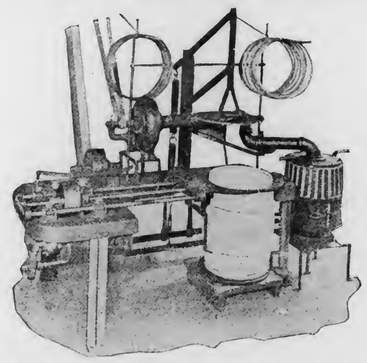

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"Perfection" Heading-up Machine

for heading-up and hooping off all classes of slack cooperage. Repeat orders and the successful operation of every machine sold in various parts of the country, is our history to date.

Are You Using a "Perfection?"

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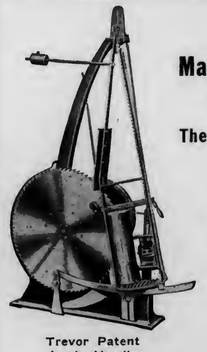

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Hoops	Cheese Boxes

Complete plants from the log to the barrel

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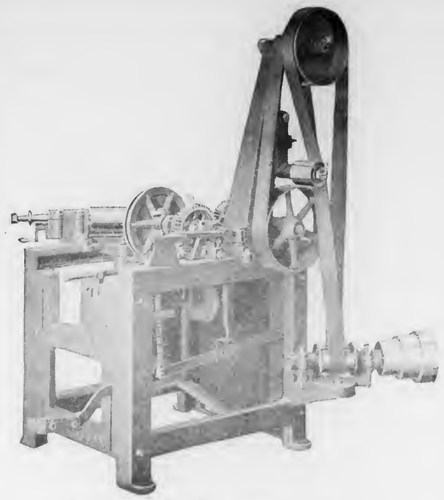
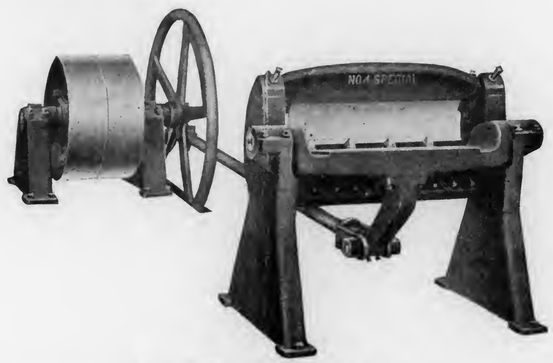


No. 5 Heading Turner

No. 5 HEADING TURNER showing new belt feed arrangement, dispensing with worm, worm wheel and bevel gears.

This Turner is designed for Circling Slack Keg Heading, Barrel Heading and Square Edge Covers.

We manufacture a full line of Slack Stave and Heading Machinery.



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The National COOPERS' JOURNAL

DEVOTED TO THE COOPERAGE INDUSTRY

A paper of great value to all stave, hoop, heading and liner manufacturers; to all makers and users of barrels, kegs, casks, tubs, pails, machinery and mill supplies.

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THE FINISHED BARREL

TELLS YOU ALL

YOUR PRODUCT IS NO BETTER THAN THE BARREL.

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STAVES AND COILED ELM HOOPS

SEND US YOUR INQUIRY FOR STRAIGHT, MIXED, OR MATCHED CARS AND BE CONVINCED

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Red Oak and White Oak
from 9" to 23" in diameter
of the best quality

Wm. H. Coleman Co.
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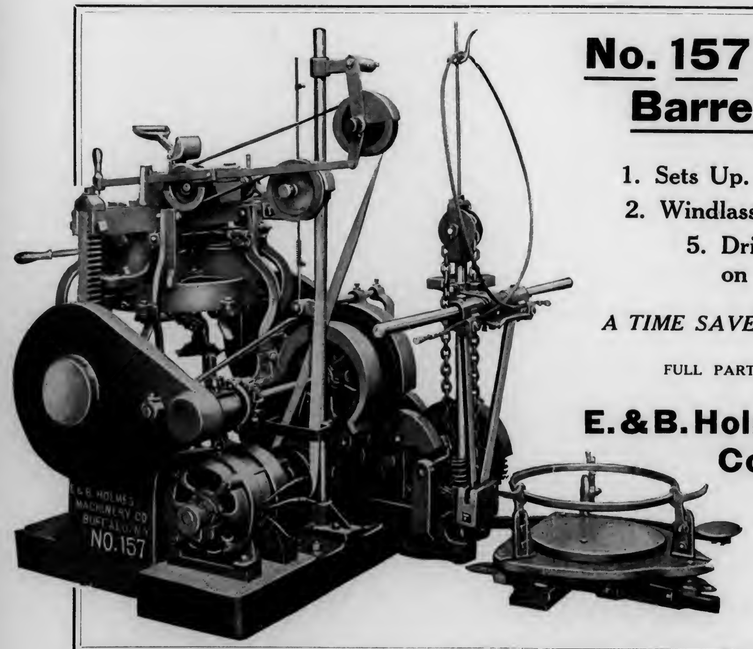

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2. Windlasses.
3. Trusses.
4. Crozes.
5. Drives the Hoops on Slack Barrels.

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Elm, Wire and Steel Hoops
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Patented Curved Liners

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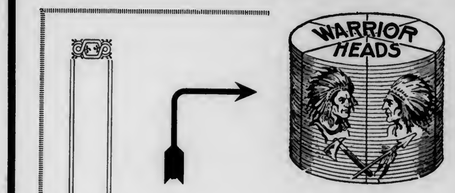
O. A. Rockefeller, Germantown, N. Y.
Fred T. Mears, Onancock, Va.
M. D. Brown, 221 Board of Trade Bldg., Norfolk, Va.



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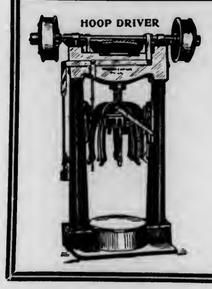
means PINE HEADING properly made from Southern Pine by men who know how

Powell Cooperage Co.
Cooperage Stock
MEMPHIS :: TENNESSEE

Any size Heading from 12 inches to 24 inches



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In building our machines we seek to gain the highest efficiency in every way, and users of our make will find this our guarantee, which always holds good.

LET US KNOW YOUR REQUIREMENTS

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BARREL WASHING MACHINE

NATIONAL COOPERAGE COMPANY — WOODENWARE

Do Not Guess
There is a
GOOD WOODEN BARREL
For Your Purpose
ASK US
BARRELS TIGHT KEGS
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When you next purchase Slack Cooperage Stock buy the "Mill Shoals" grade. You will find it makes good barrels. Selected timber, and modern equipment, plus knowing how, is your guarantee of high grade stock.
STAVES 18" TO 48"—HOOPS ALL LENGTHS
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When it comes to coopers' tools and supplies "Hynson" stands second to none. We manufacture our products and are always stocked to handle orders promptly and satisfactorily. There is nothing the barrel maker needs that we can not supply. Place your orders with us now.
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Air Dried | *When in the market for* 30x⅝" Ash Pork Staves | Wheel Listed
34x¾" Red Oak Oil Staves; 36x¾" Gum Staves
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Manufacturers of Tight Cooperage LAKE PROVIDENCE, LA.

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Why send your saws a thousand miles to be resteeled when we can do it in the South at a large saving?
We make new drums and resteel old drums fitting any machine
THIRTY YEARS' EXPERIENCE
Southern Stave Saw and Machine Company
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All Work Guaranteed *Write Us for Prices*

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Promptness is our Motto
GOOD STOCK is what we want to buy
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Tight Cooperage Stock
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COMPLETE STOCK MEMPHIS
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PREPARATION precedes every notable achievement or business success of any importance.

No degree of permanency can be assured to any enterprise, unless its structural foundation is carefully and firmly laid by preparation, and to everyone who builds upon such a foundation, success, prosperity, and continual well being results.

In 1885, by conscientious, thorough and complete preparation, THE NATIONAL COOPERS' JOURNAL was established, thus affording an invincible foundation upon which not only the welfare of the Wooden Barrel could rest secure, but upon which foundation every one interested in cooperage in any way, either as a producer, handler or user, could erect a substantial, steady and profit-returning business—if their preparation for such building be perfected in every way.

Already the coming prosperity forecast for the New Year, 1929, is manifesting itself. The only Big Question left to be settled is—Are we all prepared, ready and set to direct orders into our individual business channels?

You have prepared for your share of New Business if you are a user of JOURNAL advertising space, or if you are preparing to place your order at once.

If your selling market is the cooperage industry, THE JOURNAL is the only paper that can give you full service in that field.

JOURNAL Advertising Will Bring You Profitable Business During 1929. Place Your Contract Now.

THERE'S NO OTHER LIKE IT

THE NATIONAL COOPERS' JOURNAL

PHILADELPHIA

The National Coopers' Journal

FORTY-FOURTH YEAR | Philadelphia, November, 1928 | $2.00 PER YEAR VOL. XLIV, No. 7

Sugar Industry of Louisiana is Ripe for Wooden Barrel Trade Promotion

Intense Interest of Refiners in New Crop Opens Way for Selling Efforts of Cooperage Trade—United Purchasing by Large Sugar Companies an Opportunity That Should Not Be Neglected

The Louisiana sugar harvest is on, the first mill to get into operation being the Forest Home, in St. Martin Parish. The Forest Home Plantation is a small one, as plantations go in Louisiana, and for years it has been operated at a loss, but now on the lands that in the spring of 1927 were many feet under the waters of the mighty river, there is being harvested a crop of thirty-five tons of cane to the acre. Surrounding lands are producing quite as well, and prosperity is coming with a rush.

The new varieties of cane now raised in the "Sugar Bowl" are hard fibred, and it was feared that the crushers used in the sugar mills would not be effective, so most of the mills have installed new and heavier crushers, and the operators were anxious to see how these new appliances worked. Most of them have been getting up steam and trying to see what their new machines would do by putting rails and fence posts through them. A two inch by four inch scantling put into a cane crusher comes out as thin and flat as a paper napkin, and a green hickory sapling four inches thick comes through as dry as powder, and it would take many layers of it to equal the thickness of a pancake, so it is not likely that much of the sweet juice will get by in the waste.

Mr. James Dewey Singleton, manager of the Forest Home Plantation, was so anxious to see how his crop would turn out that he started his mill on October 19th, about a month earlier than the grinding season usually opens. Other mills have started since then, but it will be at least the middle of November before all of the remaining mills are in operation.

Will Require Many Molasses and Syrup Barrels

The Forest Home mill will not require any sugar barrels, for it does not make sugar, but it certainly will need a good many syrup and molasses barrels, regardless of the way much of its products may be shipped.

Sugar Operators, Inc., a $6,000,000 Corporation

The latest development in the Louisiana sugar industry has been the formation of a six million dollar mutual combine. This new organization is known as the Sugar Operators, Inc., and controls six of the largest home owned factories in the State, and 50,000 acres of sugar lands. This concern is not a merger, or a consolidation of ownership, but only a combination for better and more economical control and management, and it is expected that other great planting and sugar manufacturing interests will be taken into the organization. George Rives, of the Canal Bank, "the largest financial institution in the South," is one of the directors of the new concern, and David W. Pipes, Jr., president of the Southdown Plantation, Houma, Terrebonne Parish, La., is president.

Mr. Pipes says, "Our organization will apply big business methods to the sugar industry. We believe that consolidated management, which will allow the employment of some of the highest priced technical talent in the sugar world, more evenly distribute the cost of operating and reduce the overhead, plus unified purchasing, management and marketing, will mean a tremendous success in sugar growing."

Mr. C. D. Kemper, the famous sugar expert, of Franklin, La., manager of the Sterling Company, owners of one of the largest groups of plantations in the State, is a director of the new company, though the Sterling properties are not yet included in the combination.

The factories in the operating company, with their plantations, are:

The Miles Planting Co., which has two factories;

The Songy Factory;

Standard Sugars;

The Southdown and Ardoyne Factories.

Time to Talk Barrels and Barrel Stock to Sugar Mills

Many of the readers of this JOURNAL have in the past sold cooperage stock to some or all of these concerns, but have dropped out and almost forgotten them during the recent dull years. Now that these concerns are prospering, and have combined, why not remember old times, talk barrels to them once more and share their new prosperity? If their "unified purchasing" spoken of by Mr. Pipes includes the purchasing of cooperage this one big concern ought to furnish business for several mills, for part of the year at least. You used to sell them individually, now get in with the combine.

The city of New Orleans is engaged in the growing of sugar cane. Some years ago the late Isaac Delgado, one of the city's great benefactors, bequeathed the Albania Sugar Plantation to the city, as a part of the endowment of the trades school which he founded. In the past this plantation has been a rather serious liability, but this year it has become a valuable asset, for it is producing a fine crop of cane.

A Sack That Does Not Compete With Barrels

The gunnysacks used in the transportation of raw sugars have in the past been made of jute fibres, but now a process has been perfected for making better sacks to be used for the same purpose, of banana fibre. Any given amount of land planted in bananas will produce materials for five times as many sacks as will the same land planted in jute, hence the price of sacks will be greatly reduced.

New Type Sack is Used Only for Shipping Raw Sugar

It is said that a plant is to be erected in Cuba costing three million dollars and capable of producing ten million sacks per year. The sugar industries in the United States are much interested in this new enterprise, which is to furnish them with better sacks at lower prices. This, however, should not be considered as bad news for the cooperage industries, for these banana fibre sacks are only suitable for use as containers for coarse raw sugars. Except for that part of the retail trade that prefers to pay the added price for those expensive little cartons, the only possible container for high-class refined sugar is, as it always has been, the wooden barrel.

New Orleans Shops Working on Sugar Barrel Orders

Some of the New Orleans shops are now making sugar barrels, some are making molasses barrels, and some are making both the slack and the tight packages. The market for molasses barrels, though good, is not yet at its best, and some tight barrels are being stored for the better demand that is to come a little later.

Coopers Are Purchasing Stock Supplies

All the cotton oil mills are now in operation, and the demand for vegetable lard and oil packages is pretty good. The

shops are only moderately supplied with stock, and considerable buying is being done.

Southport Corp. in New Office Headquarters

The new skyscraper of the American Bank is now being erected and the constant thud of the pile drivers and the crash of riveting machines are proving rather trying on the people in the offices in the buildings nearby. Our friends the Southport Corporation have found the racket just in front of their windows intolerable and have moved their offices from No. 820 in the New Orleans Bank Building to the fourteenth floor of the same building, but on the opposite side, where they expect to remain until the new structure is completed and the general uproar ceases. Their big barrel factory is in the section of this city known as "Southport," where they are meeting the heavy demands now being made on them for gum molasses barrels, and are handling a large variety of other business in their line.

Advertising Your Business Will Bring Paying Returns

A firm of shippers in the neighboring town of Hammond, La., was in the market for several hundred second-hand tight barrels of fifty gallons capacity and wrote to the New Orleans Association of Commerce asking if there were any barrel makers or dealers in this city who could supply the packages needed. The Association finally succeeded in locating a cooper who could supply their wants. This sounds funny, but it is an actual fact. New Orleans coopers do not usually advertise, but get their business by going after it and seeing prospective buyers in person. It seems that they sometimes overlook some buyers.

The Mexican Consulate in New Orleans some time since received an inquiry from one of his countrymen who was engaged in the packing and exporting of dried fish, and who wished to buy box shooks for the packing of dried fish for export, each box to contain 69 kilos, net, of fish. That Mexican exporter did not realize what he was up against. What he really needed was barrel shooks. The right package to hold that weight of dried fish would be a barrel made of 30-inch staves and 19⅛-inch heads, all of mill run material, to be shipped in shook form. These would hold the right weight and give satisfaction.

Another inquiry received by the Consulate was from a merchant in Guadalajara, Mexico, who wanted to buy new oak barrels, each to contain approximately 80 gallons of bees' honey. This merchant was probably mistaken in thinking he would require oak. Gum makes an excellent syrup barrel, and it is probable that gum would answer his purpose, and be cheaper than oak.

These inquiries from Mexico are small matters, but ought they not be followed up on general principles, to keep the substitute package from getting a monopoly? If you are interested write in English to Jose N. Valenzuela, Consul of Mexico, 602 Union Indemnity Bldg., New Orleans, La., telling him what you can offer, and ask him for prospects. People in other lines get business in this way, why not you?

Over-time Operations of Buffalo Flour Mills Increase Flour Barrel Demand

The flour barrel demand continues in good volume, according to the coopers of Buffalo, and business has been on a fairly active scale in recent weeks. Some of the principal flour mills here have been working overtime during the past month, though of late conditions have been a little less favorable, probably because of the uncertain wheat market. Declines have occurred which have lessened the confidence of the buyers.

Low Price of Grapes May Increase Pressing

The grape situation in western New York has been discouraging to the growers this fall and many have been pressing the fruit in their vineyards and selling the juice at 25 cents a gallon, the lowest price on record. The market on Delaware grapes has lately been $40 a ton, with not over $30 offered for Concords. From Fredonia a late report shows some improvement in the grape market. The low prices caused the shipments to fall off and a noticeable increase in wire inquiries has been received in consequence. On October 15th it was estimated that half the crop had been harvested, or nearly 3,000 cars, of which 20 to 25 per cent. went to grape juice plants. It is expected that prices will be higher toward the end of the season. New grading rules of the State and Federal Government are working out in a satisfactory manner.

The trouble with the grape market of western New York this year is the competition caused by a glut of grape shipments from California. It is stated that many shipments from the West Coast are not paying the freight and that hardly any bring the cost of production. Concord grapes from western New York are selling at wholesale in this market at $1 to $1.15 a bushel, so that anybody can afford grapes. The demand for kegs and barrels should be stimulated by the low prices.

Rochester Celebrates "Home Products Week"

Enterprise at Rochester is of a very comprehensive nature and the city turns out a great number of products which find a world-wide distribution. This fact was made apparent last month when a "Rochester-made Products Week" was observed under the auspices of the Chamber of Commerce. The spirit of buying at home was thus encouraged and local residents had a chance to see how big the city's industrial activity is. Two well-known cooperage concerns have their home in Rochester—the Rochester Barrel Machine Works and Skuse's Cooperage, which have served the trade for many years.

Notes of the Trade

The Allied Barrel Sales Co. office at 1579 Niagara Street states that the demand for tight packages for grape juice has been on an increasing scale this month.

Steady Demand for Flour Barrel Stock Until Close of Navigation—W. A. Fraser

There is ample apple barrel cooperage at the Canadian mills to take care of this year's crop, and we do not see any possibility of the importation of staves, hoops or heading from the United States, for the apple barrel trade this season.

While the Canadian mills have still a supply of No. 1 basswood heading, for the flour and sugar barrel trade, and also a surplus of coiled elm hoops in stock, the cut of No. 1 elm staves in Canada has been exhausted, and the Canadian mills and consumers are at present importing this class of stock from the United States. During the last month the flour barrel business has picked up considerably, and at this time there is a steady demand for flour barrel stock, which should continue until after navigation closes on the St. Lawrence.

Business conditions in Canada continue to be brisk, and the consensus of opinion is that the remaining months of 1928 will be the most prosperous that Canada has ever enjoyed.

The mills are making plans for their 1929 cut, but it is our opinion that only a limited amount of cooperage stock will be taken out during the coming winter.

Outlook for British Cooperage Trade Most Encouraging—J. C. Tinkler

The cooperage trade in Great Britain during the past month has been quite healthy, with a good demand for both tight and slack barrel staves.

The consumption of slack cooperage has been greater than at any time during the past twelve months; in fact, a shortage developed in several sizes of heading but supplies have since arrived from New Orleans and Mobile. The demand is still strong.

With the exception of the Palm Oil Trade, which is still in the "doldrums," quite a rush has been experienced for tight stock, the chief demand being for matched stock. Quite a number of lines have been sold and the outlook is very good. The hot summer has helped the brewery coopers to get rid of long held stocks and since the August holiday all the cooperages have been much busier than for some time. We consider the future outlook most encouraging.

Palm Oil Containers Must Meet Many Requirements*

Wooden Oak Barrels or Casks Have No Detrimental Effect on Palm Oil—Co-operation of Cooperage Trade Should be Offered to Solve Packing Problems of Producers

By CONSUL WALTER A. FOOTE,
Medan, Sumatra

Sumatra's first palm oil production occurred in 1919. Since that year it has developed until it is now one of the leading industries of Sumatra, and the island promises ultimately to develop into one of the world's great sources of supply for the finer grades of this product.

The first exports of palm oil from Sumatra to the United States were made in 1923, totaling 132 tons. Subsequent shipments have increased steadily each year, reaching 7,725 tons in 1927.

The packing of palm oil is principally an economic problem. Containers must satisfy many requirements. They must be leak proof, have no detrimental influence on the oil, allow easy handling with the available means of transportation, present no difficulties in sampling, and permit compact storage on ships to keep freight costs down.

Wooden Casks Have No Effect on Quality of Oil

Standard wooden casks used in shipping palm oil are made of oak and do not affect the quality of the oil. Their gross weight is 775 kilos and their net weight is 662 kilos. They cost about 40 florins each (2.49 Netherland East Indies florins equal $1 U. S.), which comes to about 6 cents a kilo of oil for packing cost. These casks save space, their stowage being 530 kilos a cubic meter.

The measurements of these casks are as follows: The staves shall be of oak of a minimum length of 42 inches, with an allowance of 1 inch for wear and tear, and a thickness of 1 inch to 1¼ inches. The heads shall be of yellow or red pine with two oak cantles and a thickness of 1⅜ inches to ⅝ inch. The hoops shall be 10 in number and of 2 by 14 inches Birmingham wire gauge. The outside diameter at ends of cask shall be from 28 to 44 inches.

The objection to this packing is that the casks are too heavy to handle and are liable to breakage. These standard casks are used also to a large extent in Africa, though Sumatra oil, owing to its low free fatty acid content, flows easier than the African oil. A leak means a great loss, for which reason the casks are not popular on the East Coast.

Smaller Casks Avoid Breakage and Leakage

The most extensively used type of barrel used is of about 180 liters content, or 40 gallon capacity, made of fir wood or oak. By careful coopering and gluing, the losses by leakage can be reduced to 2 per cent. and lower, and the wood has no detrimental effect on the oil. During transit the free fatty acid content increases from one-fourth of 1 per cent. to 2 per cent., depending on the quality of the oil.

Experiments Being Made With East Indian Casks

Under experiments with East Indies timber recently made, the wood is first steamed to remove its discoloring substance; but it is not believed that this will prove successful.

A 40-gallon cask contains about 165 kilos of oil. A fir-wood cask when filled weighs about 195 kilos gross, and the oak cask 200 kilos gross. The stowage capacity is about 500 kilos a cubic meter.

A new fir-wood cask costs an average of about 9.50 florins each, which is about 5.75 cents a kilo of oil. A second-hand oak cask costs about 9 florins, or 5.45 cents a kilo of oil. When compared with the cost price of palm oil, this is very high.

Substitutes for Wooden Barrel Are Expensive and Unsatisfactory

In order to prevent loss by leakage, iron drums in a diversity of dimensions have been used. The most popular size is about 600 kilos net content. Several experiments to find out the effect of the iron on the oil show that the increase of the free fatty acid content is quite normal and that the increase of the iron content is inappreciable.

The cost of iron drums, however, is too high. An iron drum of 600 kilos costs about 72 florins each, including freight for return voyage, or 12 cents per kilo of oil. Moreover, in actual practice the drums are not regularly returned and consequently the producers are obliged to keep a very large reserve stock.

Palm oil in kerosene tins are packed two tins in a box. The stowage capacity is 566 kilos of palm oil per cubic meter. The cost of packing, including boxes, is 5.4 cents per kilo of oil. Leakage does not occur, but the difficulty of drawing samples prevents such tins from being used extensively.

Claims Made for Efficiency of Bulk Shipments

This method has been adopted recently. The steamship *Billiton* left for Liverpool with 300 tons of palm oil on March 29, 1925. The oil was brought to the steamer in drums of 600 kilos and emptied into the ship's tank. Since then such shipments have been made regularly. In addition to the 600-kilo iron drums, larger tanks containing from 3,700 to 4,000 kilos of oil are used to transport the oil from the estates to the ships; this method increases the loading efficiency still more.

In the future, tank trucks and tank lighters may be introduced and permanent storage tanks and installations erected at Belawan-Deli, the seaport of Medan.

Sampling of a bulk shipment is very simple. It is more difficult to determine the weight, because the specific gravity of palm oil varies in proportion to its free fatty acid content and to its temperature.

The outstanding advantage of shipping in bulk is the considerable lowering of packing and freight costs. When using 180-liter barrels, only 500 kilos of oil can be stowed per cubic meter, whereas nearly 900 kilos can be shipped in bulk. The freight rates for shipping in barrels and in bulk differ; the cost of the former is 5.5 cents per kilo of palm oil, and the latter to 3.5 cents.

Considering that the costs of packing are much decreased and that this profit exceeds the increased expenses for tank wagons and a permanent tank plant, it is evident that the shipping problem presents a more favorable aspect than a few years ago.

* Article reprinted from Commerce Reports.

Report Has it That Grasselli Chemical Will Consolidate With du Pont

According to report an agreement has been entered between E. I. du Pont de Nemours & Co. and the Grasselli Chemical Company, of Cleveland, O., having as its object a consolidation of the interests of the two companies. This agreement, if approved by the stockholders of the Grasselli Chemical Company, provides for the retirement of Grasselli's 6 per cent. preferred stock on December 31, 1928, at $110 a share, plus accumulated dividends to that date.

It is further understood that the combined heavy chemical business of the two companies will be carried on under the long-established name of the Grasselli Chemical Company and that no important changes are contemplated in the present efficient administration of these activities. The interest in the Grasselli Dyestuffs Corporation and other affiliated dyestuffs interests heretofore owned by the Grasselli Chemical Company are not included in the proposed consolidation.

New Export Rates for Cooperage

A new arrangement by which staves, heading, hoops, casks or barrels, straight or mixed carloads shipped to Mobile for export over the Southern Railway and allied lines and later switched to mills on the Southern or other lines for listing, bundling into shooks, kiln-drying or similar partial manufacture or processing will be given benefit of the low export rate, was recently announced by the Southern Hardwood Traffic Association. The domestic rate will be charged and when the finished product has been treated and is ordered delivered to vessels in berth at wharves reached by rails of the Southern Railway or its connections, the Southern will refund the difference between the domestic and the export rate.

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DEVOTED TO THE COOPERAGE INDUSTRY

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The columns of THE NATIONAL COOPERS' JOURNAL are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

USE THE
WOODEN BARREL

THE SUPERIOR CONTAINER
FOR LIQUIDS

The Keen Competitive Market of Today Demands Steady and Intensive Selling of Cooperage—Continual Vigilance Will Guarantee Permanent Trade Prosperity for Wooden Barrel

"WHAT is the trouble with the heading market?" is a query put to THE JOURNAL by one of its subscribers. "There is a crop of apples much above the average, yet the demand for heading is almost dead and the price lower than it has been in years."

THE JOURNAL'S answer to that question is "overproduction," or as it could be more truly termed, "under-consumption," and the absence of a concerted effort on the part of the cooperage trade to sell the wooden barrel to consuming industries. There is a sufficient number of new markets available to the cooperage industry for the development of a demand for wooden barrels that would care for capacity output not only of heading plants, but of all other plants manufacturing cooperage products as well. The opening up of new markets, or the winning back of old, is, however, impossible without a comprehensive publicity campaign, which will sell to consuming industries in an aggressive and convincing manner the worth of the wooden barrel as a shipping container. Nor can the present wooden barrel markets be much longer safely protected without the assistance of such a steady and consistent campaign.

Manufacturers of substitute containers, such as boxes, bags, drums, and fibre packages, have been hammering at the trade of the wooden barrel for years, and just how vigorously they have been engaged in drawing the attention of the shipping container user to the claimed advantages of their products is unquestionably proved by the reports of every trade extension committee, of every association devoted to the interests of the substitute container manufacturing industries.

Last month, in New York City, the National Association of Wooden Box Manufacturers held its convention. During the proceedings Herbert Meagher, field representative of the association in New England, made a report of the activities in that section, showing what had been done to interest apple growers, cranberry growers, and other barrel users in the wooden box as the more profitable container for their product. We quote from Mr. Meagher's report as follows:

"The work of the New England division for the past six months may be divided into two general divisions: 1—Trade Promotion activities outside of the industry to improve its condition as relating to volume; 2—Activities to bring about better conditions within the industry. * * * *

"Secretaries of practically all New England trade associations now know of our engineering service and in some cases a notice of this free service has been bulletined to their members. Railroads, steamship lines, and chambers of commerce have been advised of our engineering service and the co-operation of our association. Freight houses have been inspected and constructive information secured. Meetings of commercial organizations have been attended and the New England business world acquainted with the fact that the wooden box industry is alive and offers a complete service to industries interested in packing problems. The National Association has been listed as adviser on packing matters to the New England Export Club. Much publicity has been secured in the publication of the New England Council which is the largest and most influential commercial association in New England. * * * *

"Quite a bit of work has been done on packages for fresh fruit, which will be followed up. This particular field has not been developed in New England. Its development will undoubtedly be beneficial to the growers as well as to the box manufacturer.

"In the interests of apple boxes we have contacted the U. S. and State Departments of Agriculture, growers' associations, apple growers, and the New England Council Agricultural Committee.

"The consensus of opinion of these various interests is that the adoption of the western type of apple box would benefit the apple grower in New England. State marketing laws have been looked into and it is found that the western box can be used. However, its successful use depends upon educating the growers to its advantages. This is being done through all possible channels. * * * *

"The box manufacturers can help by talking to the individual growers. Through the Chicago office we have filed an application to remove an unequality on l.c.l. rates existing between apples in boxes and barrels. * * * *

"We have spent much time in co-operating with cranberry shippers and steps have been taken to aid this industry in standardizing its boxes, which will not only create a greater utilization of wooden boxes, but will be of great value to the growers in marketing their product. Leaders in the cranberry industry realize the importance of this work. Some years ago barrels were the chief containers used, but the growers found boxes better suited and now several styles and sizes of boxes are in use. This problem is similar to that of the apple box inasmuch as it is a problem of selling the idea to the individual grower. A meeting of some three hundred growers (virtually all the growers) was addressed on standardization by the writer."

Referring to the 1928 apple crop there will be a yield of more than 33,000,000 barrels of apples, yet the cooperage trade has not derived the benefits that it should from this excellent harvest. Why? Primarily because the wooden barrel man has failed to sell and advertise his package to the apple grower, and thus retain the trade that was already his, thereby affording an unopposed opportunity for the activities of the wooden box manufacturers.

The only solution to the problem of the heading manufacturer, and the problem of every other branch of the cooperage industry, and a solution that THE JOURNAL has been advancing and advocating for many years, is for the entire cooperage industry to get together in a united body and give to the wooden barrel the trade publicity and selling momentum that it should have. Times have changed in industry. Consumers of shipping containers do not "Buy" cooperage today as in former years,—they must be "Sold." In the keen competitive market of the present it is absolutely essential that wooden barrel manufacturers, tight and slack, "sell" their product. Moreover, as it is to the best interests of the cooperage stock man, as well as the cooper that this selling effort achieve the greatest success, it is necessary that the stock manufacturer join with his customer, the wooden barrel man, in helping him regain the business that has been lost to the substitute container, and thus protect present markets, at the same time developing new and more extended ones for the wooden barrel.

The cooperage situation today is such that the attention and fighting support of the trade's entire membership must be stirred into immediate activity if the industry is to hold and increase its trade prestige, and if the wooden barrel is to again become the predominant shipping container in all consuming industries.

Trade Extension work on behalf of the wooden barrel will bring permanent business success and trade prosperity to the cooperage industry. On that unfailing fact the cooperage man can safely bank, and thus courageously go forward. There is not a single claim made for substitutes of the wooden barrel that cannot be disproved by wooden barrel facts. A well financed and steadily directed Trade Extension and Publicity Campaign would demonstrate to users of shipping containers that the wooden barrel is the one and only package that will give the greatest protection to their products in transportation, reduce loss and damage to a minimum, eliminate waste, give freedom from the many customer complaints of loss and contamination, and thereby increase the profits of all manufacturers, to whom proper and perfect packing of their products is of first and vital importance.

Future prospects for business generally are good, and the cooperage trade will benefit from this business betterment, but whether or not it derives its fullest share of these benefits does not rest upon how prosperous general business becomes, but upon what cooperage and cooperage stock manufacturers do in guiding the interest of the shipping container industries into the knowledge of better and safer packing, and thus increase and extend the demand for the wooden barrel.

The orders of shipping container consumers can be directed into wooden barrel channels. But these orders will not come our way for the mere wishing. We will have to go after them and go after them hard. Only those fail who think themselves beaten. Let's be up and doing.

WANTS IN COOPERAGE LINES

A manufacturer's agent in Barbadoes, British West Indies, desire to obtain the agency for shooks, staves and iron hoops for rum kegs. Address No. 5059, New Orleans Association of Commerce, 314 Camp Street, New Orleans, La.

A firm of commission merchants in Porto, Portugal, is seeking a connection with American exporters of staves and lumber. Address No. 5041, New Orleans Association of Commerce, 314 Camp Street, New Orleans, La.

Use of Substitutes in Apple Field Hurts Wooden Barrel Trade — General Business Good—C. M. Van Aken

Like many lines of business, the cooperage business has not been without its just reason for complaint at times during the past few years. It is fortunate, however, that the slack cooperage industry is not confined to one class of material, nor to a single locality. Under the head of slack cooperage many different grades of material are made from various kinds of wood for diversified purposes and these different varieties are acceptable to the section in which they are required. Were this not true the occasion for complaint would, at times, be decidedly multiplied.

Early in the year there was a prospect of a good potato crop, which encouraged business and with the realization of the anticipated large crop there was much activity in that end of the slack cooperage business.

Early in the season a fair crop of fruit was anticipated in most of the several fruit sections, but it was only in one or two of these sections where a crop was found to justify repeat orders for cooperage, but those sections have been sufficient to produce considerable activity in the cooperage line during September and October so it is quite likely that this demand will be sufficient to clean up the most, if not all, of the fruit barrel staves that have been made for this year's business. Had the several other sections producing fruit furnished us with a like demand, there would have been a decided shortage in staves for apple barrels. These short sections, however, give occasion for serious thought to the manufacturers of fruit barrel cooperage, because they are more and more emphasizing the fact that with a short crop the box, crate and basket are by far the predominating package, while the barrel is being very largely excluded.

The past month has shown considerable activity in the cooperage demand for promiscuous purposes, packing barrels, lime barrels and various other kinds of barrels have been in good demand, so that the supplying of material for those, together with the shipments of stock to the fruit trade, has made the past month a busy one.

The Veteran Cooper Demonstrates the Service of the Wooden Barrel as a Shipping Container for Queensware

Proves That Export Shipments in Wooden Barrels Can Be Made Without Loss or Breakage—A Well-made Barrel Will Protect Fragile Articles Against Roughest Handling When Packing Methods Are Right

The managers of the big queensware company had been having trouble with their shipments and called in the veteran cooper to investigate their packages. They had been receiving their goods in hogsheads and reshipping them to their customers in barrels. They had suffered but little from breakage on domestic orders in transit, but when they commenced shipping to Cuba the trouble began. These Cuban buyers were wholesalers, and for the convenience of their customers wanted their goods in packages, each containing a certain number of "sets," that is, so many plates, so many cups and saucers and so many glasses in each package. It was found that the common sized sugar barrel would hold the right number of sets, but their customers reported that when the shipments reached them the barrels were intact, but the goods were smashed into bits of chicken feed size. Would the cooper investigate and find out what the trouble was with the packages? It might be that the consignees opened the barrels by driving in the heads. Could the cooper tell if this was the case?

Barrels All Right—But Packing Faulty

The cooper examined a row of filled barrels intended for Cuba, and said,

"The barrels are all right. The trouble is with the filling and packing."

What Happens to Containers in Export Shipments

"How can you tell from the outside of the barrel that it is not packed right?"

"Easily, for every one of these barrels has stenciled on its top head, in both Spanish and English, 'This End Up, With Care.' That tells the whole story. When a barrel must be handled with extreme care, 'this end up,' there is something wrong with the way it is filled. Goods in Havana Harbor are often taken to the wharves in lighters, and even when they are unloaded on the docks direct from the steamer the barrels are caught up in a sling, swung out in a dizzy curve and dropped on the dock. They may be let down carefully, for the transportation companies must deliver the packages 'in apparent good order,' but no one has time to tell whether they are right side up or not. As for your stenciled signs on the barrel heads, Cuban longshoremen do not know how to read, and would not believe in signs if they could read them."

"But our packing is done by experts. The heavy pieces are put in the bottom of the barrel and the lighter pieces on top. Pieces like teacups and table glasses are not supposed to bear the weight of the contents of the barrel. Are we to be held responsible for the criminal carelessness of others?"

"Your customers certainly appreciate the value of the shipments, and the barrels are opened and unpacked by men who value their jobs, so there is probably but little breakage in the house of the consignee, but in transit, on the docks and in public warehouses no pains are taken with the shipments except to see that the barrels themselves are not broken. You must either send along a special bodyguard with each lot of barrels, or pack the goods better."

"Don't tell us how to do this. Show us."

"With pleasure," the cooper replied, pulling off his shirt and pushing up his short balbriggan sleeves.

The Veteran Shows Them How to Pack in Barrels

A barrel was rolled out on the middle of the floor, and a boy brought up a warehouse truck bearing the number of sets of queensware and glasses that it was supposed to contain. The cooper was allowed to select his own packing material, and chose prairie hay. "Excelsior," he said, "is too lumpy, and straw will mash down flat, and under pressure will be about as resilient as scraps of glass, but hay, especially prairie hay like this, preserves its resiliency, and is good and springy."

Taking a small handful of the hay he laid it in the bottom of the barrel, the ends being exactly on the centre of the head. Rapidly adding other bunches he soon had the bottom of the barrel covered with three inches of hay that reached up about ten inches against the inside of the staves. Taking three plates he put them down in the centre of this nest, placed a little hay on top of them, added three more plates, then a little more hay. When this flat pile was as high as the diameter of a saucer he took three saucers, set them on edge against the hay-lined side of the barrel, set three more beside them, and soon had a circle of saucers, three deep, around the inside of the barrel. Inside this circle he placed a circle of hay, added another circle of saucers and kept on until the space between the pile of plates and the staves was tightly packed with alternate layers of hay and saucers, on edge and in threes, then he bent the hay that stood up against the staves down over the edges of the saucers and onto the plates, and began over again. By the time the barrel was filled to within about a foot of the top the supply of "flatware" was exhausted, and he was ready for teacups and the glasses.

Properly Packed in Barrels, Tableware Will Travel Safely

He placed a circle of cups around the inside of the barrel, another circle inside that, and soon had a complete layer of cups. Over this he put a layer of hay, working it down between the cups with his fingers, so that no cup would actually touch another, and was ready for another layer of cups. The cooper was a small man, and not strong, but he used all the strength he had in this operation, while the queensware men looked on in surprise, thinking that he would surely break the cups with the pressure he applied in working down the packing between them, but the pressure of hay, when evenly applied, does not break cups.

Wooden Barrel Contents Will Withstand Hard Handling

The last layer was of glasses, and when these were added he covered the top with three inches of hay, that rose above the tops of the staves. On top of this he placed the head, then to the amazement of the queensware men, he climbed on top of the barrel and pressed the cants down with his knees and feet until their beveled edges locked with the croze of the staves, and the barrel was ready for the head hoop. When this was fastened on with cement coated nails that reached through the staves well into the head, he said:

"Gentlemen, I only weigh 120 pounds, but every article in that barrel has felt my full weight, so collectively they will bear any weight in reason. Turn that barred end for end as many times as you please and there will be no breakage."

"You are not a queensware man, where did you get your experience?"

Demonstrating the Superiority of the Wooden Barrel Always Wins

"In demonstrating barrels, which is an important part of a cooper's work. My experience has been in showing what barrels are good for. For instance, many years ago when I was working in an Indiana shop some New Yorkers came to our town and established a large poultry and egg packing plant. They bought their barrels from my employer on condition that he would send a man to show their employes how to fill and handle the egg barrels, and I was the man who was sent. The packers knew their business and had a supply of hay cut fine with a feed cutter, such as stock raisers use. I covered the bottom of the barrel with this chopped hay,

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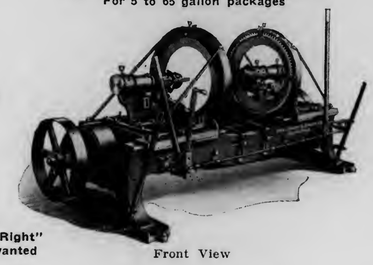

Front View

HOOP RIVETING MACHINE

WINDLASS

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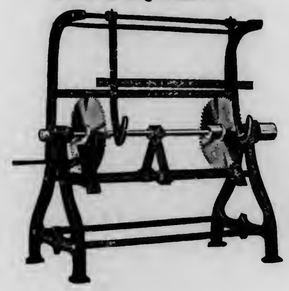
HEADING PLANER

STAVE EQUALIZER



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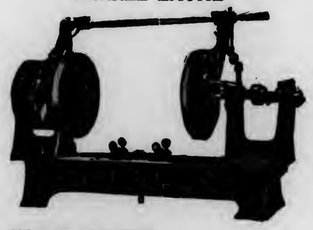
BARREL LATHE



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Fifty years of Quality production is the foundation upon which our leadership in the trade is based. Our equipment, technical knowledge and experience are placed at your disposal.

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then put in a layer of eggs. Over this I put another layer of chopped hay, working it down with my hands and stirring the eggs, so that the chopped hay would fill in between them, pressed the hay layer down firmly and put in more eggs, keeping this up until the barrel was filled."

You Can Ship Anything in Good Wooden Barrels Without Danger of Loss

"From earliest childhood I had baled staves and matched heading, and this makes a fellow pretty handy with his hands, so it did not take me very long to fill a barrel. They gave me two stalwart youths for understudies, and in less than a week these young fellows had learned to fill a barrel as well as I could, maybe better, and I went back to my own job in the shop. Saturday afternoon I went over to settle with the packers. As I stood at their cashier's window a fearful uproar came in from the shipping room, and we rushed out to see what was the matter.

"I had taught two fellows to pack eggs, and there was only a job for one, so one of my apprentices had been given the job of barreling eggs, with an increase of wages, and the other, resenting this, had, maliciously and to ruin his successful rival, thrust the handle of a hatchet down into an open barrel of eggs, and had been caught in the act."

" 'Stand back, everybody, and give them fair play!' yelled the aged New Yorker. I took a convenient barrel for a ringside seat, and a medley of cries arose.

" 'First blood for Jim,' 'Go for him, Bill,' 'Don't let him clinch you,' 'Rush and slug!' 'My, what a sockdolager,' 'Right on the chin, that's the ticket,' 'Jab for his slats, Bill,' 'Soak him, Jim!' 'Down and out!' 'Whoo-e-e-e-e-e-e-e-e-'."

"The junior partner demanded that the offender be summarily fired."

" 'Nonsense,' said the head of the firm, 'boys will be boys. Keep them both on the job, and maybe we can get a return match. Count the broken eggs and charge the damage to my personal account'."

A Severe Test That Proved Value of Good Packing and a Good Package

"I unpacked the barrel and found that it had been so well filled that a hatchet handle, driven with all the force of a strong, young arm, had penetrated the packing only deep enough to break six eggs. A blow like that would have smashed a wooden packing case to splinters, and what it would have done to eggs in cartons would have been a-plenty. I tell you, gentlemen, a well made barrel, in the hands of men who know how to use it, is the one perfect package."

The Standard Container Manufacturing Corporation has been incorporated to manufacture barrels, casks, kegs, etc., with office at 1703 Liberty Bank Building, Buffalo, N. Y. Names of directors given in the incorporation papers do not indicate who is behind the company, which is stated to be in the formative stage at present. The capital stock is $10,000.

Forest Fire Losses Decrease on Protected Lands

The damage caused by forest fires on lands under fire protection in the United States and the area burned were both much smaller in 1927 than in the previous year, according to figures compiled by the Forest Service, United States Department of Agriculture. In 1927 the total area of protected land burned was 2,784,000 acres and the damage amounted to $4,297,000 as against 4,755,000 acres and $15,048,000 the year before. This good result was achieved in spite of an increase in the number of fires reported from 33,867 in 1926 to 35,300 in 1927.

On lands that were not protected the reports show a big increase in number of fires, damage, and area burned. In 1927 incomplete reports show there were about 123,000 fires on unprotected areas that burned 35,747,000 acres and caused damage to the amount of $29,088,000. The previous year about 58,000 fires burned 19,561,000 acres and caused $11,864,000 worth of damage. The great increase was due in large part to the severe fire seasons experienced in some of the forest regions of the country. More complete reports, however, had some effect in increasing the totals. The contrast between the great increases on the unprotected areas, of which there were 174,000,000 acres, and the decrease in all but number of fires on the protected areas, which totaled 296,000,000 acres, is a striking demonstration of the value of effective fire protection in saving the forest wealth of the Nation.

The proportion of forest land burned on the protected areas in the United States as a whole was decreased from 1.21 per cent. in 1926 to .61 per cent. in 1927. The Middle Atlantic and Southeastern States made notable progress in reducing the percentage of acres burned on the protected areas, these percentages being .41 per cent in 1927 and 2.04 per cent. in 1926 for the Middle Atlantic States, and 1.30 per cent. in 1927 in contrast to 2.04 per cent. in 1926 for the Southeastern States. The corresponding figures for the Central States, 1.05 per cent. in 1927 and 1.45 per cent in 1926, are also encouraging.

The Gulf group of States had the greatest number of fires, 85,341 on the unprotected area and 12,989 on protected lands. The Gulf States also had the greatest area burned over, 18,337,000 acres of unprotected and 1,197,000 acres of protected land and the greatest loss $14,422,000 on unprotected areas and $998,000 on the protected lands.

Smokers were the leading cause of fires on the protected areas. They were responsible for 6,747 fires that burned over 507,000 acres and caused $752,000 damage. Incendiaries started 5,379 fires that burned 570,000 acres with a loss of $659,000. Brush burning caused 4,349 fires, lightning 3,903, railroads 3,732, camp fires 2,645, and lumbering 2,183. Miscellaneous and unknown causes accounted for the remainder of the total. Information as to the causes of fires on the unprotected areas is too incomplete to warrant tabulation.

About 20,000,000 additional acres of land were placed under systematic protection during the year.

Imports of Russian Oak Staves Into France

According to figures published in a recent number of *La Vie Economique des Soviets*, common woods and products derived therefrom to the value of 2,250,000 francs (the franc equals $0.0390) were imported into France during May, 1928.

Oak staves was the most important item. In addition, products not previously traded in were imported on trial, including elm burls (loupe d'orme) for veneering and oak strips for flooring. Caucasian bamboo, grown in the vicinity of Batoum, was shipped to Marseille for use in the manufacture of outdoor furniture.

Official statistics covering imports for consumption of oak staves from Russia for the first six months of 1926, 1927, and 1928 are, respectively, 9,444 metric tons, 6,498 tons, and 6,081 tons.

A progressive decline in total stave imports is shown since 1925. For the first six months' period of 1928 imports from all sources are less than one-half those of January-June imports two years before, while imports from Russia have declined by about one-third.

Large Kentucky Timber Deals Closed

In Knott County, Ky., there were two fair sized hardwood timber deals closed during the week of October 23d. At Ball's Fork, Telford & Telford, lumbermen bought 1,000 acres known as the Godsey tract, which they propose opening for development by the first of the year. In the Big Creek section McGlone Bros., stave manufacturers, purchased an additional timber boundary lying adjacent to the timber purchased two months ago. In that section, also, McHesney & Speaks, Dryhill, Ky., bought 700 acres, largely oak and poplar. Collins and Bentley, Colson, Ky., purchased 400 acres in Beaver Creek headwaters in Knott County and made the announcement that mills will be installed by January 1st.

Union Cooperage Co. Rebuilding Plant

The Union Cooperage Company, which recently lost its cooperage plant at West Plains, Mo., by fire, has started rebuilding. The new plant will be equipped with the latest modern machinery.

Fire Destroys Dry Kilns

A fire which recently destroyed the dry kilns of the Tuscaloosa Cooperage Co., Tuscaloosa, Ala., caused a loss of $2,000.

Rebuilding Woodenware Plant

The Pacific Woodenware Co. is erecting a new plant at Marysville, Wash., to replace the one recently destroyed by fire.

Trade Conditions in Barrel Using Industries

Provision Market Steady—Lard Stocks Lower—Hog Movements Heavy

The hog market is fairly steady despite the large movement of hogs and the tendency towards lower prices. There is a good demand and there is a question as to whether or not product prices will be effected by the decline in hog prices.

Cold storage figures show a reduction of total meat holdings for October 1st in comparison with September 1st. The holdings on the latter date were 773,000,000 lbs. while on October 1st, the figures showed holdings of 604,000,000 lbs. There was a big decrease in frozen pork over the month amounting to 71,000,000 lbs., and a decrease in pickled pork of 71,000,000 lbs.

It is expected, however, that the heavier movement of hogs will check the downward inclination of stocks within a very short time.

Both the domestic and export demand for lard has been fair, the market being easy due to the pressure of hog shipments. However, the stocks of lard at Chicago are lower by 18,000,000 lbs. for the first half of October. Still the present total stock of lard is 8,000,000 lbs. above that of last year and 36,000,000 above the five-year average stock for this period.

Chemical Outlook Continues to be Encouraging

During the last month there has been a heavy call for chemicals, due to the enlarged activities of consuming industries. Customers are making a greater call for shipments against contracts, and spot trading has also assumed larger proportions. Producers appear to be open for future contracts and many have been placed for delivery far into 1929.

Up to date there has been very little change in the price market. If anything, quotations are a little easier, which is considered healthy as heavy volume tonnage demand will not be hampered by a more expensive market than existed a year ago.

Oxalic acid is finding a steady market and the demand is active. There is more or less competition apparent, but this has not affected prices to any extent. There is enough business in bicarbonate of soda to assure a normal market. Contracts for this commodity show no change in price for 1929 deliveries in comparison with those of this year.

Exports of silicate of soda established a record during the month of August. Shipments amounting to 6,128,712 pounds were forwarded which eclipsed all monthly total exports for recent years. Domestic consumption of this product is also very active.

There is an increased interest in both the domestic and export shipments of soda ash and there is every prospect of heavy contract buying shortly.

Alcohol Industry Looks at the Future With Confidence

The denatured alcohol consumption continues fair to good. In certain sections the demand for alcohol for use in anti-freeze compounds fell short of expectations but in other sections, especially in New England, orders fully reached the total looked for. The market remains firm without any indication of change. Conditions are considered favorable.

Methanol is said to be in the same position. Distillers have advanced prices for this commodity, and the demand is steady with offerings light.

The alcohol industry have every confidence in the future and feel certain that the trade's advertising campaign will materially increase the demand. A drive for anti-freeze products has commenced and results are already being noticed.

Animal Oil Industry in Most Instances Has Favorable Business Conditions

Among animal oils and their products, degras is experiencing a much slower call than recently. Prices, however, have not as yet felt any effect from the lowered demand.

Lard oil is having a fair trade, although the majority of business is placed for immediate needs. The same condition applies to neatsfoot oil. Oleo oils have dropped in price and the demand has been better at the lower levels. Consumers inquiries for red oil is active with a continued strong market. As to stearic acid, this commodity has received a boost because of the higher prices for tallow. Further customers are placing contracts for future deliveries, and the demand for spot shipments has practically cleaned up the stocks on hand.

Vegetable Oil Market is Holding Up With a Moderate-sized Demand

In vegetable oil circles a moderate-sized demand for prompt shipment is keeping the market strong. Moreover the firmness of tallow and grease is having a desirable effect upon vegetable oils for soap making, and has increased the interest of buyers of these products.

Ceylon type cocoanut oil is quite firm and crushers are not making very many offers for orders. Crude corn oil is unchanged from recent reports with demand fair. Shipments of olive oil have continued heavy with a resulting increase in prices. Only small stocks of this material are available and deliveries for the future will be hampered.

The demand for castor oil is seasonable without change in price. With regard to China wood oil, the September shipments from Hankow to the United States were 30,050 barrels. Palm oil is quiet but the market is firm. Buyers are restricting purchases to immediate needs.

Naval Stores in Better Condition Than a Month Ago

A heavier demand combined with a strengthened market has given turpentine a stronger tone during the last month. Sellers have advanced prices one-half cent a gallon.

Trading in rosin has undergone considerable improvement and this improvement is reflected in the price market. The greater demand is from domestic sources, and while exports are not continually steady yet there is sufficient activity to make it interesting.

Deliveries of tar and pitch are being called for in good volume, and new business is being placed in fair-sized quantities.

Paint Materials Market is Holding Firm With Steady Demand

Paint materials are moving along in good volume with consumers calling for good-sized quantities against existing contracts.

The advanced demand for mixed paints experienced by dealers during the forepart of October has reduced stocks on hand, and naturally this has had an effect on the operations and shipments of paint makers.

Zinc oxide is active, dry colors are having a fair call against former orders, while the varnish gum market remains firm with a moderate demand for prompt and future deliveries. White lead, also, is having its share of the good business.

Limited Activity in Cottonseed Oil Industry

Business in cottonseed oil lines has been limited during the past month. The seed market remains firm and crushers are withholding offers of crude oils.

The demand for refined oil against contracts is satisfactory but there is not enough new business placed to please. The consumption of oil in September reached a total of 346,200 barrels, which is in excess of the previous month, but much below the consumption in September, 1927. Leading operators in this product are holding off, awaiting developments in the cotton crop situation.

The Rise and Rapid Progress of the Louisiana Sugar Industry

Wooden Barrel Associated With Every Development of the Trade—Advent of New Type of Cane Augurs Well for Its Future—Cooperage Manufacturers Should Study Requirements of Refiners and Prove the Profitable Use of the Wooden Barrel as a Container for Sugar

By the Wooden Barrel Booster

The Bible, in Isaiah, XLIII, 24, says, "Thou hast bought me no sweet cane with money," and in Jeremiah, VI, 20, the mournful prophet cries, "To what purpose cometh there to me incense from Sheba, and the sweet cane from a far country?" The cane alluded to was, of course, sugar cane, and in both passages it seems to be mentioned as something rare and precious, and, apparently having, like incense, some religious significance. From those early times, between six hundred and eight hundred years before Christ, this cane and its products are often alluded to by historians, but always as something rare and costly, coming "from a far country." A hundred years ago sugar was still a rare luxury for the rich, and it is only with the development of modern business methods that it has come to be a staple article of food.

Iberville, one of the early explorers and colonists of Louisiana, brought cane seeds with him from San Domingo and planted them here, but the experiment was not successful. Cane produces seeds in the tropics, and even in south Florida, but it never seeds in Louisiana, so the first successful cane planting here was made with cuttings. The Jesuit priests of Hispaniola sent cane cuttings and some negroes familiar with the cultivation of cane to their brethren in Louisiana, and this new crop was soon grown on many of the plantations.

Molasses and Rum Preceded Sugar as Cane Products

The product of this cane was made into molasses and rum, but the economic independence of the colony, and even its very existence, depended on the raising of some money crop, so many attempts were made to turn the sweet juice of the cane into sugar, for sugar then sold in London, and other markets across the sea, for three dollars a pound, and at last the colonists thought they had succeeded. Some time about 1762 Sieur Debreuil planted his whole plantation in cane, erected a horsepower mill, boiled down the juice of his cane, made sugar and shipped it to France. The sugar, however, failed to stand the voyage. It dissolved in transit, leaked out of the hogsheads and was lost. After that the attempt to make sugar in this colony was abandoned, and it was generally believed that sugar could not be made from the juice of Louisiana cane.

The Sugar Pioneer Established a Great Industry

Etienne de Bore, a great man in his day and generation, thought differently, and had the courage of his convictions. Having lost heavily in other enterprises he spent all that remained of his fortune on a large cane crop, ground his cane, and the boiling was begun. His last dollar was in the enterprise, and, more than that, the prosperity of the whole colony depended on his success, so his friends and neighbors gathered about and eagerly watched the juice as it boiled, and anxiously wondered whether it would make sugar or not.

At last the man in charge of the kettles raised a joyous cry, "It granulates! It granulates!" That cry was taken up by the crowd. New Orleans celebrated her greatest victory, the glad news spread throughout the colony and caused as much rejoicing as did the news of the Declaration of Independence in the colonies of the North and East. The colony was saved, and Etienne de Bore was once more a rich man.

Development of Sugar Industry Was Rapid

Optimists of those days, not knowing what vast quantities of sugar would be used in the future, predicted that Louisiana would ultimately make enough sugar to supply the whole world.

Sugar refining here was not always successful, and many discouraged planters concluded that Louisiana sugar was not suitable for refining, but finally, in the early thirties of the last century, the vacuum process was introduced, then refined sugar was shipped North by the ton, and Louisiana began to compete with other countries in supplying the sugar markets of the United States, and the development of the sugar industry was rapid.

Early Sugar Makers Amassed Great Fortunes

Any small farmer could grow a little field of cane and make molasses for his own use, but to make sugar on a commercial scale required large capital, so it was only the rich men, who owned the larger plantations, with many slaves, that could engage in sugar making. The business being in the hands of the few, these few grew in wealth and became a power in the land. The sugar planter lived like a feudal baron. His house was a spacious mansion, filled with all the luxuries that wealth could buy. He supported the church, was the adviser and magistrate and the chief, if not the only, power in the community. He sent his sons and daughters to France to be educated, and very often was himself a brilliant scholar.

Very often these planters maintained town houses in New Orleans, and it was through their influence that the "Crescent City" became a centre of fashion and luxury. The Civil War changed many things in the South, but it was on the sugar plantations that these changes were least apparent, and it was the sugar planter who first recovered from the poverty brought on by the war.

It is true that his laborers could no longer be sold as chattels, but they lived on his estate, were dependent on him for a livelihood, raised their food on his land, or bought it at his store, and so emancipation caused but little apparent change in the "Sugar Bowl."

Sugar Industry Survived Its Dark Days and Now Flourishes

The sugar business advanced rapidly, larger and larger mills were built and the machinery became more costly and complicated. When a planter had fifty thousand dollars and could, by mortgaging his land, raise that much more, he invested his all in a sugar mill, and if he made a million he invested that million in a refinery.

Then the sugar cane began to deteriorate and at last became an almost complete failure, and the planter, with all his wealth tied up in a plant that for the time being was unsalable junk, was reduced to sad straits. In any age but this such a series of crop failures would have been followed by a devastating famine, but knowledge in our day has made too great advances for that. New varieties of cane were developed, brought into general cultivation, and now the sugar business flourishes and the planter is again on the road to prosperity.

Sugar Refinery Today a Monument to Engineering and Chemistry

A sugar plantation supports a whole community, and is a world in itself. Near the plantation sugar mill is the village of cabins that house the laborers, and are much like the slave quarters of the old regime. In every sugar mill there are engineers, chemists, electricians and mechanics who form a group of educated, high-class men who would be a credit to any community.

At the mill there is usually visible in the background a line of cypresses and live oaks growing beside some sluggish bayou, suggesting a tropic jungle. In all other directions there are miles of cane, growing so luxuriantly that the sunlight never reaches the ground. The expanse of green is broken only by narrow cuttings, showing the lines of railroads along which funny little engines draw long lines of tram cars, bringing in the cane.

The mill itself is a vast structure of steel, brick and concrete, while beside it stands a skeleton-like structure, the crane that unloads the tram cars. Within the mill there is an orderly array of huge tanks and vast machines. The air vibrates with the labors of many steam pumps, and long networks

of pipes quiver with the rush of swiftly moving liquids.

The trained experts in charge are very polite and considerate, and take pleasure in explaining the process of sugar making to the visitor, but, although skilled in their own specialty, they are not kindergartners, and do not know how to make their explanations in words of one syllable, so the visitor is fortunate if, after listening to their explanations, he knows as much as he did before.

How Sugar is Made

The cane is first crushed between monstrous hydraulic rollers that leave it dry as powder. This dry fibre is then wet, to dissolve any sugar that may remain in it, and is again squeezed between rollers, and this process is repeated until all the sweetness is extracted from the cane. The juice is then purified by lime and heat; it is pumped to the top of the building and descends by gravity through boilers and vacuum pans that extract the superfluous water; it is put through centrifugals, which in their rapid revolutions throw out the impurities and separate the sugar from the molasses, then, for some mysterious reason, water is added to "wash" the sugar, and it is crystallized, refined, sifted, sorted and graded.

One Hundred Cars of Refined Sugar Daily

Even in the smaller mills this work is done on an enormous scale, and in the Chalmette refinery, at New Orleans, the output is so vast that one hundred railroad cars are often loaded with refined sugar in a single day.

A Good Wooden Barrel a Prime Necessity for Sugar Shipments

When the product is finished and ready for the market, it is run into the packages at such a rate that a barrel is filled in a very few seconds. This finished sugar is loaded hot, and if the barrel is not made of thoroughly dried materials the staves will shrink, and even if the barrel does not fall to pieces it will leak.

Readers of the Sunday supplements believe that when a barrel is being filled a stalwart negro stands in it to pack the sugar down with his bare feet, but this is not the case. The barrel to be filled is placed upon a "shaker," which oscillates rapidly, shaking down the sugar as it is poured in. On this shaker the rapidly filling barrel executes all the fancy dance steps. It shimmies, it Charlestons, it fox trots, and, finally, when it contains about 350 pounds, it hops into the air and does a highland fling, and, if the barrel is not well made, it falls to pieces and scatters its contents over an acre of floor space.

"Knowing How" is a Requisite of Every Sugar Barrel Manufacturer

Still, any well made barrel will stand this heating, shaking and filling. Make your barrels of reasonably sound materials that have been well dried. Even kiln dried materials may shrink a little after being made into barrels, so you should leave the hoops loose, that they may be re-driven just before filling, and then, if your barrels have been properly crozed, so that they will hold in the heads, they will be a success.

Defective sugar barrels have caused great trouble with the sugar trade in the past, but the fault has been with the men, not with the barrels. The key to success in the cooperage business is, "Know the requirements of your trade and meet these requirements." Any cooper who knows his trade can make barrels that will satisfy the most exacting sugar refiner, but he must understand what the refiner needs.

Potato Crop Will Total 463,722,000 Bushels

The United States potato crop is now expected to total 463,722,000 bushels compared with 466,815,000 bushels indicated a month ago, 406,964,000 bushels harvested last year and 384,566,000 bushels the five-year average 1923-1927. With digging in progress in all late States preliminary reports on expected yields largely confirm the earlier forecasts. Although some fields are still green, the yield will now depend largely on the extent to which growers gather seconds and culls. If prices continue low an undetermined quantity of potatoes will be left in the fields.

The New England potato crop is now expected to total 46,508,000 bushels compared with 46,213,000 bushels indicated a month ago, 45,598,000 bushels harvested last year and 47,240,000 bushels the five-year average 1923-1927. Potato digging is progressing rapidly in all parts of New England. Yields on crops dug to date largely justify the comparatively low yields forecast earlier in the growing season on the basis of a study of weather data and yields. In Maine the outlook is for 38,046,000 bushels compared with 37,616,000 expected a month ago, 37,288,000 bushels harvested last year and 36,981,000 bushels the five-year average. In Aroostook County well cared for early planted crops have made good yields. Late planted crops have a good set in most instances but many of the potatoes are seconds on account of size.

The outlook in the eight major late surplus States (Maine, New York, New Jersey, Pennsylvania, Michigan, Wisconsin, Minnesota, and North Dakota) is for a crop 1.5% less than expected a month ago but nearly 18% greater than last year's harvest and about 12% above the five-year average. In the twenty late surplus States the crop is expected to be 10.4% greater than a year ago and 15.8% above the five-year average. The greatest increase this year is in the nine deficient States (Delaware, Maryland, West Virginia, Ohio, Indiana, Illinois, Kentucky, Iowa, Missouri) where the crop is 32.0% greater than in 1927 and 36.2% above the five-year average. These States will be less dependent than usual on shipped-in supplies. Nearly all States show only small changes in prospects. Wisconsin and Colorado are largely responsible for the decrease in the United States estimate.

United States Commercial Apples 33,483,000 Barrels

The United States commercial apple crop is now estimated at 33,483,000 barrels compared with 25,900,000 barrels harvested last year and 32,442,800 barrels the five-year average. Prospects have declined slightly in the Northeast and improved a little in Washington.

In New England the commercial apple crop is expected to total 1,476,000 barrels compared with 1,635,000 barrels harvested last year and 1,922,400 barrels the five-year average. The crop in New England is the lightest since that of 1922. Reports from New England apple growers continue to indicate a very light crop of McIntosh in all parts of New England, while most of the other important varieties are reported as of about the same condition as last year at this time. It will be remembered that the crop last year was light. It is evident that the supply of locally grown apples is going to be short again this year. A few McIntosh shipments are beginning to come on the market. The supplies of "A" grade McIntosh are very limited and some of the best fancy packs are selling as high as $4 a bushel in the Boston wholesale market.

The October 1st forecast of production in the principal barrel apple States outside New England is 12,223,000 barrels compared with the light production last year of 8,863,000 barrels and an average for the last five years of 13,115,800 barrels. This estimate is about one per cent. above the estimate a month ago for these States. The production in the northwestern box apple States is estimated at 15,207,000 barrels compared with 11,761,000 barrels last year and 12,572,400 barrels as an average for the past five years.

Following is the United States Department of Agriculture's commercial apple crop report on October 1st:

States	Total Crop Condition Oct 1st 1928	1927	Commercial Production—In Barrels Forecast Oct. 1, 1928	Final 1927
Maine	35	51	304,000	455,000
New Hampshire.	63	55	213,000	230,000
Vermont	44	68	106,000	190,000
Massachusetts .	55	47	578,000	530,000
Rhode Island ...	48	45	46,000	50,000
Connecticut	64	48	229,000	180,000
Total N. E. ..	50.0	50.8	1,476,000	1,635,000
New York	44	35	3,836,000	2,721,000
Pennsylvania ..	46	36	1,021,000	850,000
Illinois	51	38	1,193,000	804,000
Michigan	40	32	948,000	757,000
Missouri	45	23	530,000	290,000
Virginia	59	23	3,010,000	1,500,000
West Virginia..	60	36	1,160,000	1,400,000
Idaho	77	87	1,257,000	1,800,000
Washington	84	57	10,161,000	7,434,000
Oregon	80	58	1,428,000	975,000
California	93	61	2,361,000	1,552,000
U. S. Total ...	59.3	41.1	33,483,000	25,900,000

The Las Cruces Cotton Oil Mill Co., Las Cruces, Texas, has been organized with a capital of $100,000. J. M. White is president.

Survey of National Association of Manufacturers Forecasts Improved Business Conditions for Fall and Winter

All Departments of Business Record an Improvement Over 1927—Favorable Prospects for the Winter Months Reported by Ninety-three Per Cent. of All Manufacturers Canvassed—Wooden Barrel Consuming Industry Will Share in General Business Betterment

According to the annual survey made by the National Association of Manufacturers present business, immediate trade prospects, inventories, employment conditions, the demand for labor, the wage scale paid and the degree of industrial peace enjoyed by industry, all record an improvement over those of 1927 as far as this may be determined by a comparison of the analyses of the surveys of that year and the present year. The survey was made since October 1st and represents an immediate picture, made up from some 4,000 answers to the questions asked by the association.

Present Trade Said to be Favorable by Ninety-three Per Cent.

Present trade is reported favorable by more than 93 per cent. of those reporting, of whom 17.3 per cent. pronounce it excellent, 41.4 per cent. good, 34.5 per cent. fair, with 6.8 per cent. calling it poor. In 1927 the percentage of favorable reports was 91 per cent.

Even better are the expectations for winter trade, 94 per cent. of the favorable replies viewing prospects as: excellent, 14.3 per cent; good, 43 per cent; fair, 36.7 per cent. Only 6 per cent. regard the outlook as poor. In 1927 92 per cent. registered a favorable outlook.

Better business than last fall is reported by 50.7 per cent., with 24.1 per cent. noting it unchanged, and 25.2 per cent. reporting it not as good as in 1927. Last year 33 per cent. reported an improvement in business, with 40 per cent. reporting a falling off as compared with the year before.

Depleted inventories are reported by 16.3 per cent., normal stocks by 74.2 per cent., and an oversupply of goods on hand by 9.5 per cent. Last year 11 per cent. reported their inventories overstocked.

Increased employment over last fall is reported by 67.9 per cent., of whom 14.5 per cent. report large increases and 53.4 small gains. Of these reporting a decrease, 3 per cent. recorded a large falling off, and 29.1 per cent. a small decrease. Last year 57 per cent. reported large and small decreases.

Although the supply of all classes of labor appears to be normal, 13 per cent. report a shortage of skilled workers and 2 per cent. note an unsatisfied demand for unskilled labor. In 1927 8 per cent. reported a shortage of skilled workers, and 2 per cent. of unskilled labor.

Increases in Production Over 1927

Increased production over 1927 is reported by 65 per cent., as compared with 50 per cent. so reporting last year; greater sales quantities are reported by the same percentage of replies, compared with 49 per cent. noting increased sales volume in 1927; and higher sales values are noted by 52 per cent., as against 38 per cent. so reporting in 1927.

A state of almost complete industrial peace prevails among the manufacturing concerns reporting, the survey showing the Association's members more than 99 per cent. free of strikes.

The reports by the several groups of industry that use or should use wooden barrels follow:

Business in Cement Trade Fair to Good

Present trade in this industry is regarded as excellent by 10 per cent., good by 30 per cent., fair by 40 per cent., and poor by 20 per cent., while winter prospects are reported excellent by 10 per cent., good by 20 per cent., fair by 30 per cent. and poor by 40 per cent. Better business than at this time last year is reported by 20 per cent., lower by 50 per cent. and unchanged by 30 per cent. Normal inventories are reported by 40 per cent. while an overstocked condition is noted by 60 per cent. A small increase in employment over last fall is recorded by 50 per cent., with 13 per cent. reporting a large decrease and 37 per cent. a small falling off. No shortage of either skilled or unskilled labor is noted. Compared with last year a small increase in wages is noted by 50 per cent. and a small decrease by the same number, while those reporting increases and decreases in production as against this time last year are the same, as are also those noting increases and decreases in sales quantities. An increase in sales values, however, is reported by 33 per cent., while a decrease is noted by 67 per cent.

Seventy-nine Per Cent. Find Chemical Business Better Than Last Fall

Conditions prevailing are pronounced excellent by 21 per cent., good by 58 per cent., fair by 17 per cent., with only 4 per cent. reporting them poor. The winter outlook is reported excellent by 13 per cent., good by 79 per cent. and fair and poor by 4 per cent. each. Seventy-nine per cent. find present business better than last fall, 8 per cent. report it less and 13 per cent. find it unchanged. Low stocks on hand are reported by 30 per cent. and normal by 70 per cent. Ten per cent. of the replies report a large increase in employment since this time last year, 70 per cent. a small gain, 5 per cent. a large decrease and 15 per cent. a small slump, while the supply both of skilled and unskilled workers is reported adequate. A large increase in wages over last fall is reported by 8 per cent., a small increase by 84 per cent., and a small decrease by 8 per cent. Production is higher than last year, according to 95 per cent., while 96 per cent. note an increase in sales quantities, with 64 per cent. reporting an increase in sales values.

Satisfactory Conditions in Glass, Crockery and Porcelain Trade

Satisfactory conditions are reported by 92 per cent. of the replies, of which 25 per cent. report excellent business, 42 per cent. good, 25 per cent. fair, and 8 per cent. poor. The outlook for winter is even more optimistic, the reports ranging from 8 per cent excellent, to 60 per cent. good, to 32 per cent. fair. Better business than last fall is reported by 67 per cent., lower by 25 per cent., and unchanged by 8 per cent. Low stocks on hand are reported by 16 per cent., normal by 76 per cent., and over by 8 per cent. A large increase in employment as compared with last fall is reported by 26 per cent., a small increase by 61 per cent., and a small decrease by 13 per cent. No shortage of labor of any class is reported, and a small increase in wages is reported by all the answers. Increased production over last fall is reported by 87 per cent., greater sales quantities by 90 per cent., and an increase in sales values by 66 per cent.

Farm Products and Foodstuffs Outlook Pronounced Favorable

Business is pronounced favorable without dissent of those reporting, 10 per cent. calling it excellent, 40 per cent. good, and 50 per cent. fair. The winter outlook is regarded as excellent by 10 per cent., good by 50 per cent., and fair by 40 per cent. Forty-five per cent. of the answers report business better than last fall, 30 per cent. note that it is not as good, and 25 per cent report it unchanged. Low stocks on hand are reported by 25 per cent., normal by 75 per cent. A small increase in employment over last fall is reported by 62 per cent. and a small decrease by 38 per cent. Fifteen per cent. report a shortage of skilled workers, and 19 per cent. note an unsatisfied demand for unskilled workers. A small increase in wages over last fall is reported by 73 per cent., with 27 per cent. reporting a small decrease. Increased production over last fall is reported by 64 per cent., greater

sales quantities by 58 per cent., and higher sales values by 65 per cent.

Greater Production Noted in Paint, Oil and Varnish Industry

Excellent business is reported by 17 per cent., good by 58 per cent. and fair by 25 per cent., with the outlook for winter regarded as excellent by 9 per cent., good by 58 per cent. and fair by 33 per cent. Business exceeding that of last fall is reported by 66 per cent., with 25 per cent. reporting it under last year's volume and 9 per cent. noting it unchanged. Low inventories are reported by 9 per cent., normal stocks by 82 per cent., and an oversupply by 9 per cent. A large increase in employment over last year is reported by 12 per cent. and a small increase by 88 per cent. Twenty-five per cent. report a shortage of skilled labor, but all reports agree that the supply of unskilled workers is equal to the demand. A large increase in wages over last fall is reported by 15 per cent., with 70 per cent. noting a small gain, and 15 per cent. a small falling off. Increased production since last year is noted by 75 per cent., greater sales quantities by 66 per cent., and increased sales values by 12 per cent.

Prospects for Petroleum and Its Products Regarded as Good

Business is good, according to the reports of 33 per cent., and fair according to 67 per cent., with winter prospects regarded as good by 34 per cent. and fair by 66 per cent. Sixty-six per cent. report better business than last fall, with 34 per cent. reporting a falling off. Inventories are low, according to 34 per cent., and normal according to 66 per cent. A small increase in employment over last fall is noted by 34 per cent., with 66 per cent. reporting a small decrease, but no shortage of labor of any kind is reported. A small increase in wages compared with last fall is reported by 34 per cent., and a small decrease by 66 per cent. An increase in production over last year is reported by 34 per cent., greater sales quantities by 34 per cent. and higher sales values by 50 per cent. The industry is 100 per cent. free of strikes, according to the reports.

New Cement Plant for Texas

The Atlas Portland Cement Cement Co., 30 Broadway, New York City, has completed plans to erect a cement plant at Waco, Texas. The new plant will have an initial annual capacity of approximately 1,000,000 barrels of cement.

The new packing plant of Fred Dold & Sons, Wichita, Kan., will be ready for operation about December 1st.

Shamrock Cotton Oil Company, Shamrock, Texas, has increased its capital from $125,000 to $169,000.

Gilmer Cotton Oil & Fertilizer Co., Gilmer, Texas, has installed additional equipment in preparation for the coming operating season.

Louisville Coopers Awaiting Orders from Kraut and Other Food Products Packers

Cooperage Demand is Delayed But Trade Expects the Usual Good Volume of Business From These Sources—Early Frosts No Aid to Barrel and Keg Manufacturers

A very early fall, in which killing frosts were experienced over the Kentucky and southern Indiana territory almost thirty days ahead of the normal time has not been of any aid to the tight cooperage trade. Business over October has been showing a steady decline in volume insofar as barrels are concerned, but there has been a very fair movement in kegs.

Barrel Demand From Kraut Packers and Cider and Vinegar Trade is Delayed

So far there has not been much kraut package business reported, due probably to the fact that much of the new kraut is still in vats, and the packers have not seen fit to buy the necessary cooperage so far. Although there is an enormous apple crop and apples have been too cheap to pick in many communities, still there has not been any large demand for barrels or kegs for vinegar or cider. These products are still in preparation and will no doubt be barreled out later.

Cottonseed Oil is Making Its Call for Cooperage

There has been some demand reported in the southern territory for barrels in connection with cottonseed oil activity; and there is almost always some scattered business here and elsewhere from cotton oil refining plants.

Large Grape Crop Helps Keg Business

A big grape crop this year in all sections, and very low prices for California grapes, have resulted in a slightly better than usual demand for kegs from retailers, who sell them to consumers for putting up homemade wine.

Slack Barrel Business Quiet at Present

Slack barrel business has been abnormally quiet this season. Although the apple crop is much larger than usual, a considerable quantity of apples were declared not worth picking and hauling at prices offered, plus cost of package, freight, etc. Of course many are probably being pressed for cider on the farms. There was virtually no potato barrel demand this year, and less than normal demand for produce barrels for shipping bunch vegetables, which commodity did not move well this season. Local production of slack barrels the past season has been smaller than in previous seasons, which were none too good.

Distilling Equipment is Being Moved to Canada

Indications are that while prohibition is holding down consumption of cooperage in Kentucky and the United States generally, it is helping Canadian cooperage concerns, and a few on the border who can ship successfully into Canadian territory. It is reported that several long unused distillery plants in Kentucky have been dismantled and transported to the Dominion to be set up again. A report was received in mid-October regarding a large central Kentucky distillery which had been taken down and shipped to Canada.

Preparing for Tobacco Hogshead Season

The few houses in Kentucky which produce tobacco hogsheads are now getting ready for the season, which starts in late November and early December, when tobacco moves from the farms to the loose leaf floors and warehouses. As a result of loose leaf sales the demand for hogsheads is not what it used to be, as much tobacco is handled in bulk, without ever seeing a hogshead, whereas in the old days it was almost all packed in hogsheads and sent into the markets at Louisville, Cincinnati, Lexington, Hopkinsville, and a few other points. This year's crop in Kentucky will be about one-third or slightly over that, more than the 1927 crop, and will probably run about 315,000,000 pounds. This year's crop is reported to be the best produced in several years, weather conditions having been very favorable.

Reports From Louisville Coopers

P. M. Dormeyer, of the Atlantic Tank & Barrel Corporation, reported that business was fair, but that there had been a considerable reduction in demand during October, and that the general outlook is not especially promising at the present time.

J. N. White, of the Louisville Cooperage Co., remarked that business had been draggy for thirty days, the very early fall having caused a slump in demand, at a time when business was going along very well. Mr. White stated that orders from the vinegar, kraut and pickle concerns had not been very good, but probably would improve a little later on. Keg business has been holding up very well.

Output of Canadian Dairy Products is Increasing

Canadian dairy factories had a total output in 1927 valued at $133,927,256, an increase of about half a million dollars over the preceding year, the Dominion Bureau of Statistics reports.

The production of creamery butter in 1927 amounted to 178,438,013 pounds, valued at $66,070,160, the output being the second largest in the history of the dairy industry in Canada.

Freight Claims Reduced During This Year

Freight claims paid by the railroads during the first six months in 1928 growing out of loss and damage to freight shipments were the lowest for any corresponding period in recent years according to reports made public by the freight claim division of the American Railway Association.

Total claims paid during the first half of the year totaled $18,834,897 compared with $19,820,223 for the first six months in 1927 and $19,084,004 for the same period in 1926.

For the first six months in 1928, eleven of the sixteen causes for freight claims reflected reductions under the corresponding period in 1927. The other five causes showed increases.

As a result of the continued increase in operating efficiency, especially in recent years, by the railroads of this country, says the report, and the speeding up of freight movements, loss and damage claims growing out of delay show a marked reduction. For the first six months this year the amount of such claims paid was $14,495,625, a reduction of $488,141 compared with the corresponding period last year.

Reductions were also reported for the six months period in the amount of loss and damage claims growing out of robbery of freight.

James E. Murphy

Not only was every member of the cooperage industry deeply stirred at the passing of James E. Murphy, so well and widely known throughout the entire fraternity, but they experienced a sense of real loss at the report of his death.

Mr. Murphy died in Peoria, Ill., the city in which he had been a life long resident.

Connected with the Madigan & Walsh Company for many years, Mr. Murphy was one of the most active, progressive and well liked members of the cooperage trade. After his connection with the Madigan & Walsh Co. was at an end he became associated with the Pekin Cooperage Co., as superintendent and general manager. Ill health caused his retirement from the Pekin Cooperage Co. some few years ago.

Mr. Murphy was but 59 years of age, which early age makes doubly sad his passing. An only sister survives Mr. Murphy, to whom the JOURNAL extends sincere sympathy in the bereavement she has sustained.

Disastrous Fire Destroys Publicker Commercial Alcohol Plant

A disastrous fire which caused the death of two men and a loss of approximately $2,000,000, destroyed the commercial alcohol plant of the Publicker Commercial Alcohol Co., Swanson and Snyder Avenue, Philadelphia, on October 28th.

The Publicker Distillery stretches along the south side of Snyder avenue from Swanson Street westward to Water Street. It was composed of four buildings, each three stories high and all linked together.

Setting up a wall of water, the firemen prevented the flames spreading to the Christian Koch Barrel Works, which face on McKean Street, with its rear extending along the length of the Publicker plant's north side. This factory was filled with thousands of barrels and staves.

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1—Greenwood 50" Pendulous heading saw
1—Rochester No. 3, 60" late type heading jointer
1—Greenwood 60" heading jointer
1—Greenwood heading baling press, power drive
1—Trevor heading baling press, hand power
1—Greenwood 18" heading planer
1—Rochester 24" heading planer
1—Trevor 24" heading planer
1—Gerlach chain feed single stave planer
1—Holmes No. 2 double stave planer
1—Rochester No. 4 heading turner
1—Trevor heading turner
3—New Noble No. 1 barrel heaters
1—Clough & Witt slack barrel crozer
1—Clough & Witt trusser
1—Set Holmes Slack Barrel Machines
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1—Rogers-Buffalo 36" knife grinder
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FOR SALE—One 40 H. P. slab-burning boiler (Farquhar).
One double end keg trusser (No. 115 Holmes).
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One Oram keg trusser (tight barrel).
One St. Joseph hoop nailing machine for 17" and 19" barrels.
One B. F. Sturtevant fan system for drying staves.
One 40 H. P. Backus gas engine — water cooled.

The above machinery is all in good condition. Address "Machinery," care of "The National Coopers' Journal," Philadelphia, Pa.

FOR SALE—One Clough and Witt chamfering and crozing machine.
One Clough and Witt trusser.
One Trevor heading jointer.
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One 50 H. P. Engine
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and all other equipment necessary for operation. Will sell at a sacrifice for quick disposal. Address "Stave Mill," care of "The National Coopers' Journal," Philadelphia, Pa.

FOR SALE—Complete tight barrel factory equipped with Holmes Machines, 80 horse power steam boiler, 5,000 ft. of floor space, 4 acres of land. Capacity 400 barrels per day. Located on N. Y. C. Railroad. We will sell the whole plant, including real estate or will sell the machinery or one-half interest. The price is very low.
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DOWEL PINS

Hickson-Rogers Mfg. Co., Paragould, Ark. 24
Hynson Company, The, Lebanon, Ill. 5
Redlich Manufacturing Co., 647 W. Oak St., Chicago, Ill. 24

DRAG SAWS, ETC.

Pennoyer Co., J. C., Chicago, Ill. 5
Rochester Barrel Machine Works, Rochester, N. Y. ..... B. C.
Trevor Manufacturing Co., Lockport, N. Y. ..... I. B. C.

ELM HOOP MANUFACTURERS

Bartlett, O. L., Mound City, Ill. 25
Noble, Wm. K., Ft. Wayne, Ind. ..... F. C.
Peel & Bro., J. M., Lake Village, Ark. 25

EXPORTERS

Henning, Inc., E., Chicago, Ill. 4
Jerry & Co., Stephen, Brooklyn, N. Y. 4
Pekin Cooperage Co., 320 Spring St., New York, N. Y. 25
Southport Corporation, New Orleans Bank Bldg., New Orleans, La. 4

HOOP MACHINES

Hynson Company, The, Lebanon, Ill. 5
Rochester Barrel Machine Works, Rochester, N. Y. ..... B. C.
Trevor Manufacturing Co., Lockport, N. Y. ..... I. B. C.

IMPORTERS (Cooperage and Cooperage Stock)

Webster & Bro., James, Liverpool, England 25
Tinkler & Webster, Liverpool, England 25

MACHINE KNIVES AND SAWS

Gerlach Co., The, Cleveland, Ohio ..... I. B. C.
J. C. Pennoyer Co., Chicago, Ill. 5

NAILS, STAPLES, TACKS, CLEATS, ETC.

Colwell Cooperage Co., New York, N. Y. ..... *
Hynson Company, The, Lebanon, Ill. 5
Redlich Manufacturing Co., 647 W. Oak St., Chicago, Ill. 24
Stanley Co., The Geo. W., Belleville, Ill. 25
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. 5

PAIL AND TUB MACHINERY

Gerlach Co., The, Cleveland, Ohio ..... I. B. C.
Trevor Manufacturing Co., Lockport, N. Y. ..... I. B. C.

SECOND-HAND BARRELS

Page
Heidt & Son, C., Jersey City, N. J. 4
Pittsburgh Barrel and Cooperage Co., Pittsburgh, Pa. 25

SLACK BARREL MAKERS AND BARREL STOCK

Colwell Cooperage Co., New York, N. Y. ..... *
Greif Bros. Cooperage Co., Cleveland, Ohio 16
Heidt & Son, C., Jersey City, N. J. 4
Jacobs Cooperage, K. W., Milwaukee, Wis. 24
Jerry & Co., Stephen, Brooklyn, N. Y. 4
Noble, Wm. K., Ft. Wayne, Ind. ..... F. C.
O'Donnell Cooperage Co., N. and H., Philadelphia, Pa. 24
Skuse's Cooperage, Rochester, N. Y. 24

SLACK BARREL STOCK (Manufacturers or Dealers)

Henning, Inc., E., Chicago, Ill. 4
Murray, C. E., Decherd, Tenn. 13
Noble, Wm. K., Ft. Wayne, Ind. ..... F. C.
Pennoyer Co., J. C., Chicago, Ill. 5
Struthers-Ziegler Cooperage Co., Detroit, Mich. 3
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. 5
Wineman, Jr., Henry, Detroit, Mich. 3

SLACK COOPERAGE STOCK (Manufacturers and Dealers)

Bartlett, O. L., Mound City, Ill. 25
Colwell Cooperage Co., New York, N. Y. ..... *
Fields-Latta Stave Co., Dyersburg, Tenn. 24
Greif Bros. Cooperage Co., Cleveland, Ohio 16
Henning, Inc., E., Chicago, Ill. 4
Jerry & Co., Stephen, Brooklyn, N. Y. 4
Mill Shoals Cooperage Co., St. Louis, Mo. 4
Murray, C. E., Decherd, Tenn. 13
Peel & Bro., J. M., Lake Village, Ark. 25
Pennoyer Co., J. C., Chicago, Ill. 5
Powell Cooperage Co., Memphis, Tenn. 3
Sheahan Co., B. C., Chicago, Ill. 24
Skuse's Cooperage, Rochester, N. Y. 24
Smith Lumber Co., W. T., Chapman, Ala. 16
Struthers-Ziegler Cooperage Co., Detroit, Mich. 3
Sutherland, Innes Co., Ltd., Chatham, Ont. 25
Trexler Cooperage Co., Allentown, Pa. 5
Tharp & Co., E., Norfolk, Va. 24
Vail Cooperage Co., Ft. Wayne, Ind. 25
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. 5
Wineman, Jr., Henry, Detroit, Mich. 3

STAVE AND HEADING MACHINERY

Gerlach Co., The, Cleveland, Ohio ..... I. B. C.
Holmes Machinery Co., E. & B., Buffalo, N. Y. ..... I. F. C.
Oram Co., The John S., Cleveland, Ohio 14-15
J. C. Pennoyer Co., Chicago, Ill. 5
Rochester Barrel Machine Works, Rochester, N. Y. ..... B. C.
Trevor Manufacturing Co., Lockport, N. Y. ..... I. B. C.

STEEL AND WIRE HOOPS

American Steel and Wire Co., Chicago and New York 13
Henning, Inc., E., Chicago, Ill. 4
H. Paduart, Sartrouville, France 25

TIGHT BARREL MAKERS AND BARREL STOCK

California Barrel Co., San Francisco, Calif. 13
Chickasaw Wood Products Co., Memphis, Tenn. 4
Easton Cooperage Co., 51-53 N. Delaware Rd., Easton, Pa. 25
Hudson & Dugger Co., Inc., Memphis, Tenn. 13
National Cooperage and Woodenware Co., Peoria, Ill. 4
Pekin Cooperage Co., 320 Spring St., New York, N. Y. 25
Pittsburgh Barrel and Cooperage Co., Pittsburgh, Pa. 25
Southport Corporation, New Orleans Bank Bldg., New Orleans, La. 4
Sutherland, Innes Co., Ltd., Chatham, Ont. 25
Welti & Bro., A. M., Cleveland, Ohio 25

TIGHT COOPERAGE STOCK (Manufacturers or Dealers)

Coleman Co., Wm. H., Jackson, Tenn. ..... I. F. C.
Colwell Cooperage Co., New York, N. Y. ..... *
Harlan-Morris Mfg. Co., Jackson, Tenn. 25
Hennen Cooperage Co., The, Lake Providence, La. 5
Henning, Inc., E., Chicago, Ill. 4
Krafft Cooperage Co., St. Louis, Mo. 25
Ozark Stave Co., Chicago, Ill. 25
Pennoyer Co., J. C., Chicago, Ill. 5
Sheahan Co., B. C., Chicago, Ill. 24
Sigman, M. L., Monticello, Ark. 4
Southport Corporation, New Orleans Bank Bldg., New Orleans, La. 4
Sutherland, Innes Co., Ltd., Chatham, Ont. 25
Wilson Stave Co., W. W., North Little Rock, Ark. 5

TIGHT STAVE MANUFACTURERS

Henning, Inc., E., Chicago, Ill. 4
Sigman, M. L., Monticello, Ark. 4
Southport Corporation, New Orleans Bank Bldg., New Orleans, La. 4
Sutherland, Innes Co., Ltd., Chatham, Ont. 25
Wilson Stave Co., W. W., North Little Rock, Ark. 5

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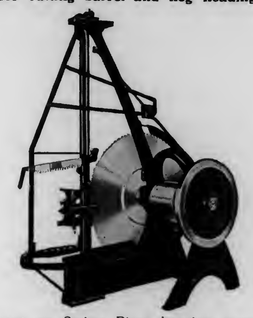

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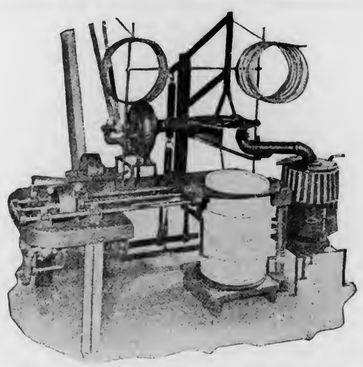

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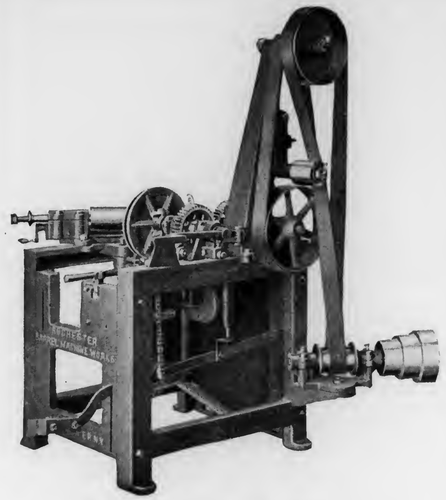

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DEVOTED TO THE COOPERAGE INDUSTRY

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from 9" to 23" in diameter of the best quality

Wm. H. Coleman Co.

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OVER FIFTY YEARS IN THE BUSINESS

Vol. 44, No. 8 Philadelphia December, 1928

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THE FINISHED BARREL

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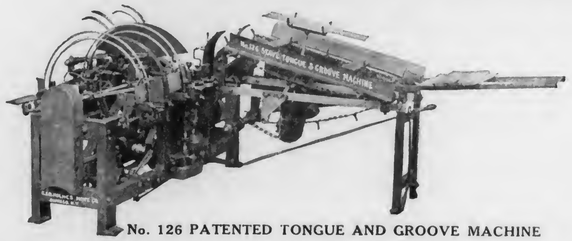

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Strength and Economy in binding barrels with

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WIRE HOOPS

WIRE HOOPS mean greater strength for barrels and better protection for shipments.

At the same time, the low price of Wire Hoops reduces the cost of the completed package.

Packers find that barrels bound with American Wire Hoops measure up to the most exacting requirements of modern transportation. Bind *your* barrels with American Wire Hoops and assure your customers of added satisfaction.

We invite your inquiry for detailed information, and will gladly send you, without charge, samples in sufficient quantity to make a thorough test.

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UNITED STATES STEEL PRODUCTS COMPANY
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Tight Barrels and Kegs

Quality Price Service

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PEORIA, ILL.
EST. 1864

NATIONAL COOPERAGE COMPANY — WOODENWARE

A BUYING TIP

When you next purchase Slack Cooperage Stock buy the "Mill Shoals" grade. You will find it makes good barrels. Selected timber, and modern equipment, plus knowing how, is your guarantee of high grade stock.

STAVES 18" TO 48"—HOOPS ALL LENGTHS
HEADING ALL SIZES

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Already the coming prosperity forecast for the New Year, 1929, is manifesting itself. The only Big Question left to be settled is—Are we all prepared, ready and set to direct orders into our individual business channels?

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THE NATIONAL COOPERS' JOURNAL

PHILADELPHIA

The National Coopers' Journal

FORTY-FOURTH YEAR | Philadelphia, December, 1928 | $2.00 PER YEAR VOL. XLIV, No. 8

Louisiana Molasses and Sugar Going Forward in Wooden Barrels

First Shipments of New Crops From St. James Parish and Assumption Parish Are in Barrels—Keep After Container Business of Potato Grower

The election is over and the excitement, if any, of a stirring campaign has died down. If you ask a Louisiana man what he thinks of the result of the election he will answer, "Suits me exactly." You feel pretty sure that he cast his ballot on the losing side, and to hear a man who voted one ticket profess perfect satisfaction with the election of another is a little confusing. The fact is that the Louisiana man, of whatever condition or calling, is more concerned with the production of sugar than he is with politics, and the sugar crop is so large this year that he believes that any administration will be favorable to sugar, just as everything else is. He is too elated over the large sugar crop to quarrel with you about politics, or anything else.

New Molasses Production in Barrels Augurs Well for Cooperage Business

The cooperage man also has reason to be pleased with the outlook, for his industry has scored a few points. The first molasses of the new crop reached New Orleans November 2d, and came from the Golden Ridge Plantation, in St. James Parish, and was in barrels. In the past, St. James Parish produced as high as one and one-half-million gallons of molasses per annum, and it will do better than that in the future. The fact that its initial shipment this season was in barrels is a good sign.

The first of the new crop of cane syrup placed on the market this season came from Assumption Parish, and came by water shipment in barrels and halves. Assumption Parish is the home of many men and firms whose names are familiar to the veteran cooperage stock man, who used to sell large lots of matched stock to Barton Sons Co., Dugas & LeBlanc, Ltd., Glenwood Planting Co., Lula Co., Inc., Oakley Sugar Co., E. G. Robichaux Co., and E. Sundbury, all manufacturers of granulated sugar in Assumption Parish, and all, in past years, large users of cooperage. It is pleasing to be reminded by this little shipment of syrup in barrels and halves that Assumption Parish has not forgotten the barrel. Have the cooperage stock men forgotten their old friends out there?

More Good News! First of the Sugar Crop Shipped in Barrels

The first of the new sugar crop to be placed on the market this season was shipped by Weber Steib, of Golden Ridge Plantation, and came in barrels.

That the "Sugar Bowl's" first three shipments of the season should be made in barrels is a favorable omen. Many barrels are now being used, and many more will be used during the season, but not as many as should be used, for the cooperage stock people have been off this market so long that they have lost touch with the trade.

"More Sugar in Barrels" Should be the Working Slogan of the Slack Cooperage Trade

In the dark days when the sugar people had nothing to put in a barrel, and would not have had money to pay for a barrel if they had needed one, the COOPERS' JOURNAL indulged in no wild guesses, but made a careful study of conditions in the "Sugar Bowl" and announced to its readers that prosperity would return to the sugar growers, and month after month it has kept its readers informed regarding the restoration of prosperity, and urged them to get their share of that prosperity. The ruined sugar industry has come back, stronger than ever, and the sugar and syrup barrel have partly come back. The yield of cane products this year will be very large, and, in all human probability, next season's yield will be twice as large as this.

How about the barrel demand? It is up to you, Mr. Cooper and Stock Man.

Still Some Old Type Cane Being Used

Unfortunately for this year's total sugar output there are still a good many fields in the old variety of sickly, non-productive cane, and this stock must be eliminated before the prosperity of the "Sugar Bowl" is complete. If you own land in Louisiana and wish to do business with a New Orleans bank, the first question asked you will be, "What variety of cane have you?" If your answer is "P. O. J. cane," the bank will lend you money on your standing crop, for "P. O. J." is the abbreviation of the name of the new, strong, highly productive variety of cane. "P. O. J." spells prosperity. If, on the other hand, you admit to the bank that you are still growing the old, sickly variety of cane that ruined the greatest industry of the State, the bank will not lend you a cent. In estimating the credit of a prospective customer here you need not call for a commercial report,—just look at his cane field. That will tell the whole story.

New Prospect as a User of Barrels

There is a new concern just organized in this State that may be of interest to the cooperage industry. This is the Union Sugars, Inc. It has a capital of $75,000.00, is located in the Parish of St. Landry, and Jourdan Falgoust is its president. Its object is the raising, buying and selling of all kinds of farm products, including, of course, sugar, syrup and molasses.

Mr. Falgoust is certainly known to some of our readers, for in the past he was a buyer of cooperage stock. He should be interested in barrel shipments yet, though we have not investigated this point. His address is Vacherie P. O., La., and the other officers of the company are located at the same address.

Celotex Company Appropriates $1,000,000 for Advertising

One of the best indications of prosperity in the sugar industry is that the Celotex Company, which transforms the bagasse, or waste of the crushed cane stalks, into "lumber," and which is, of course, absolutely dependent on the success of the cane crop, has appropriated $1,000,000 for the next year's advertising campaign. A million dollars to be spent in one year for advertising certainly means some business, and also implies great confidence in the cane crops of the future.

Beet Sugar Rapidly Gaining a Position of Importance

The growing of sugar beets in Louisiana was begun three years ago, has developed rapidly, and the prospects now are that the manufacture of beet sugar will soon become one of the major industries of the State. How about the beet sugar barrel? Would it not be a good idea to keep up with the times, and keep an eye on this business?

Keep After the Potato Trade of Louisiana

The agricultural agents say that Louisiana has shipped 1,548 cars of potatoes in 1928, and is still shipping. The portion of this crop that was shipped in barrels was large, but not so large as it should have been. Some potato barrels are being used at present, but not as many as were needed earlier in the season, when more new

potatoes were being shipped. We have always maintained that apple barrel stock would be good for potato barrels.

Good Demand for Sea Food Barrels

There is a steady flow of small orders for fish barrels, some barrels are also being used for oysters in the shell, and there are occasional small orders for high grade slack barrels for dried shrimp. There are also occasional shipments of fresh shrimp in barrels made of No. 2 stock.

All the cottonseed oil mills that ever expect to do anything are now busy, and are using tight barrels, halves, buckets and tubs for a large part of their products.

Tung Oil Industry Being Developed in Louisiana

Louisiana has a new industry, which, as it develops, should use barrels, and that is the growing of tung oil trees. Tung oil is squeezed from the nuts of a tree that grows chiefly in China, and between twelve and fifteen million gallons of it are imported into the United States every year, to be used by the varnish makers in the making of water-proof varnishes and paints. These trees have been grown in this State on a small scale for several years, and as the experiments were successful the cultivation of the tung oil tree is assuming the proportions of big business. They may be seen at Bogalusa, planted in rows a mile long and twenty-five feet apart. Nuts that were planted eleven months ago are now saplings six feet high, and will soon be large enough to produce crops of good proportions.

For many years there has been some business done in the shipping of tight barrels, or tight stock, for tung oil containers to China, where, of course, the high freight rate was an obstacle. It is a good thing to have the industry brought closer home.

Building Supplies Shipped to British Malaya in Wooden Barrels

Reporting from Singapore, Straits Settlements, on the subject of packing building supplies, Consul John H. Bruins says: Shippers of building materials should bear in mind that the journey to Malaya is a long one and that breakable articles, especially tiles, glass, electric lighting fixtures, and facing materials should be carefully packed. The usual method of shipping cement is in wooden barrels, although textile bags are used to a small extent. The heat and dampness of this region have little effect on some building materials, although these are factors to be borne in mind in metal shipments.

The desirability of avoiding transshipment is probably the most important factor in connection with shipments to Malaya. The fact that local prices are so competitive, practically requires the avoidance of transshipment costs, even though this necessitates waiting two or three weeks for a direct steamer. Malaya is unusually favored, for so distant a region, in having a large number of direct sailings to and from American ports.

Buffalo Flour Barrel Demand Still Active

The flour barrel demand is fairly active this month and shops in some cases are running full time. A month ago there was enough business for overtime operation, so on the whole the trade is not quite as heavy as at last report. This situation is confirmed by local millers, who say they have not been as active this month, having caught up with the orders on the books.

Lockport Observes National Apple Week With Many Exhibits

The observance of National Apple Week at Lockport was general so far as business interests are concerned. Nearly every show window on Main Street had an exhibit of apples and many of the merchants devoted their entire windows to displays of fruit, which were tastefully arranged and attracted much favorable comment. Upwards of seventy-five merchants helped with the displays. The Board of Commerce distributed a large number of copies of special apple week recipe books. The big feature of the week was a parade in which floats and automobiles of 100 or more concerns took part, besides several bands.

Country millers have been having difficulty this fall in getting the needed supplies of soft winter wheat, such as is ordinarily raised in New York State and Michigan. In order that the mills might keep going and fill their orders, some wheat was brought by ocean and canal from the Pacific Coast.

Cider and Vinegar Demand Increases Sales Volume of Tight Coopers

A good demand for tight barrels and kegs is prevailing this fall, owing to the large production of cider and vinegar in Western New York. The apple crop was not a heavy one, averaging about 50 to 60 per cent. in some localities, but a great many apples dropped from the trees this year. The growers in Orleans County, according to a report from there, were much concerned by the Baldwin apples dropping from the trees, something which had never occurred before in the memory of the oldest inhabitant. It was estimated that one-third of the crop was on the ground. Many of the apples were poor and went to the cider mills, which have been doing the largest business in years.

The production of grape juice and wine has also been large this fall. The crop of grapes has been heavy and it has met severe competition from the big grape crop of California. Grapes have been selling at such low prices as to be unsatisfactory to the growers, some of whom have pressed the juice in the vineyards and sold it at 25 cents a gallon. The low prices of grapes have encouraged their purchase by many families.

Notes of the Trade

H. T. Pennypacker, president of the Quaker City Cooperage Co., was lately in Chicago on business. The office reports a fairly active demand for flour barrels in the export trade.

Alfred M. Little, of the Niagara Cooperage Co., Lockport, was in this city recently. He finds trade in barrels rather quiet. A little later he may go to St. Petersburg, Fla., again for a winter vacation.

Willis K. Jackson, president of Jackson & Tindle, has returned from a business and pleasure trip to New York.

Joseph W. Hannes, former vice-president of the Thornton & Chester Milling Co., and for many years in the flour trade, died on November 15th, aged 55 years.

Improving Barrel Plant

Farmers Mfg. Co., Norfolk, Va., plans the improvement of and enlarging plants of Boaz Barrel Co., leased recently, located at Bunnell, Elkton, Hastings, Yelvington, Palatka and East Palatka, Fla.

Notes From the Barrel Consuming Trades

Sperry Candy Company, 140 Reed Street, Milwaukee, Wis., plans the construction of a new five-story plant.

Commonwealth Portland Cement Co., L. L. Griffiths, president, 58 Pine Street, New York City, has prepared plans for the erection of a plant at Pownal, Va.

W. Lynn Chemical Co., North Davidson Street, Indianapolis, Ind., will erect a three-story chemical plant.

Stauffer Chemical Co., Los Angeles, Cal., will construct a new plant comprising three buildings at a cost of $750,000.

General Color Products Co., will erect a plant for manufacture of acid-resisting and waterproof colors at 2106-14 N. Natchez Avenue, Chicago, Ill.

City Dairy Co., W. J. Northgrave, manager, Toronto, Ont., will build a milk condensery at Princeton, Ont.

Libby, McNeill and Libby, Merchants Exchange Bldg., San Francisco, Cal., are having plans completed for the erection of a milk condensery and powdered milk producing plant at Tracy, Cal.

Elmira Creamery, Ltd., Elmira, Ont., will install powdered milk equipment.

J. W. Brown Paint Co., Lawton, Okla., will erect a new one-story addition to plant.

R. N. Nason Co., 151 Potrero Avenue, San Francisco, Cal., have awarded contract for construction of a five-story addition to their paint factory.

Flint Paint and Varnish Co., Perth Avenue, Toronto, Ont., will build a new addition to its present plant at a cost of about $150,000.

Tar Products Corp., 99 Empire Street, Providence, R. I., is planning the erection of a new plant.

National Tile Co., Anderson, Ind., has awarded contract for a one-story addition to its plant.

The Albert Lea Packing Co., Albert Lea, Minn., has started the construction of two additional buildings to its plant.

Pine Bluff Cotton Oil Co., Pine Bluff, Ark., has made considerable improvements in its plant.

The New Year is Expected to Bring Good Business to Chicago Cooperage Trade

That Operations in General Will Become Heavier is the Viewpoint of Cooperage and Stock Manufacturers—Increased Exports Will Help Cause of Wooden Barrel

During the past month a much better feeling has developed in both the slack and tight branches of the Chicago cooperage trade. While prices on slack stock have been getting stronger, keeping pace with a better demand, the tight stock prices have remained rather stationery. The demand for tight stock of some varieties has been quite lively, of late, and it is the general belief that prices will become stronger as the winter progresses. Bad weather in the South, it is thought, will make it impossible during the next few months, to take much timber out of the woods, and on that account production at the mills will be curtailed. This is expected to help the market a great deal, since one of the reasons for the present rather unsatisfactory prices here is due to over-production.

Chicago Cooperage Trade Expects Much Larger Volume With Opening of New Year

Operations among the barrel and keg manufacturers, both tight and slack, have not been more than 50 per cent. during the past month. Here and there, of course, there are plants that are doing better, but as the end of the year is approaching there is a natural disposition on the part of coopers to keep their sails trimmed. They are, therefore, producing a sufficient number of barrels to fill orders on hand, and are not stocking up even in quantities they know can be disposed of later. Soon after the first of the year, however, it is expected that increased operation will be general, especially as seasonable orders will be received from a number of industries for their cooperage requirements.

Glassware and Pottery Trade Has Bright Outlook—This Means More Orders for Barrels

Cooperage firms which serve the glassware and semi-porcelain trade may look forward to a rather lively winter, according to all present indications. Business in these two industries is showing greater activity as the fall season advances, and since producers will be out with their new lines on the first of the year, according to custom, a large volume of orders will be on the files of the factories soon after January 1st.

Shipping containers for glassware and like products are receiving increased attention by manufacturers since a great deal of breakage has been the result of shipping in substitutes for the wooden barrel. In spite of the fact that packing is one of the real high arts at the potteries and glass factories, the product is so fragile that nothing less than the most durable package will answer the purpose. The custom in this trade is to make a charge for the package,—"package charge" it is called,—and thereby to pass the cost of the container on to the customer. Some of the factories advertise the fact that they make no package charge, but where this situation prevails the cost of the package and the packing work as well is figured into the selling price of the merchandise. The potteries and glass factories are located for the most part in the upper part of the Ohio River Valley, from Pittsburgh south almost to Cincinnati. They do plenty of business with the Chicago cooperage trade as the majority operate their own cooperage shops and purchase their stock requirements in Chicago.

How the Trade Views Present Conditions on the Outlook for the Future

W. O. Johnson, of the T. Johnson Co., manufacturers of tight barrels, believes that within the next few months a sharp improvement in the market may be noticed.

"While conditions are such that I do not look for any great improvement in either the demand or prices of tight barrels," he explained, "I believe that soon after the first of the year, perhaps, we may look for a better market than we have been experiencing lately. The demand should be better than it has been. The call for tight barrels for export use has amounted to little of late, while the domestic demand has been exceedingly weak. I think all tight coopers will agree with me that such is the case. However, I can see where a general improvement in all business will bring about a marked improvement in the call for all kinds of barrels. The coopers are bound to reap the benefit of this increased demand, and it will also have the effect of bringing about a betterment of prices. This latter prospect is of much importance to the industry, because there is no question but that the present range of prices is much too low."

Mr. Johnson attended the semi-annual meeting of the Associated Cooperage Industries of America, held at the Hotel Sherman during the month, and was much pleased with the attendance and the spirit expressed. He has been very active in organization work, as is well known to the trade, and is a firm believer in the theory that the trade's highest interests may be best served by intelligent organization work.

P. L. Dysart, Sr., of the J. D. Hollingshead Co., thinks that better business in the cooperage industry throughout the entire nation will follow the national election.

Business men in all parts of the country, according to Mr. Dysart, are now able to go ahead with their plans for expansion without being bothered by that feeling of uncertainty which is always a bad feature of a campaign year. He looks for a good demand for all kinds of cooperage during the winter months.

Mr. Dysart believes cooperage is bound to play an important part in the proposed export program of the new administration. The wooden barrel is the ideal package for export shipments. In the exportation of flour slack barrels have been largely used, and a great many other commodities have always been shipped in tight barrels in the past, and will continue to be so transported, since tight barrels are the safest and most economical containers for ocean shipment for many commodities.

Speaking of conditions in the cooperage trade, Frank Glader, of the Wm. Glader Machine Works, said:

"Without a doubt we are still feeling the result of the over-expansion which came about in the cooperage industry as a result of the war. Normal demand could hardly be expected to furnish enough orders to fill the capacity established by the war-time demand for wooden packages, and the process of deflation, of course, has not been easy. However, I feel that things are working around to a more stable and satisfactory condition in the cooperage industry."

The Daniel Burkhartsmeier Cooperage Co., is erecting an addition to the large two-story brick structure of the company. The addition is at the north end, fronting on S. Chicago Avenue, and is of the same type of construction as the balance of the plant.

"I find plenty to keep me busy at the office these days," said Daniel Burkhartsmeier, head of the company, "and the longer I stay the worse it gets. However, I take delight in the work, and I suppose any cooper who is busy these days should feel well pleased."

George F. Blei, president of Hollingshead & Blei Co., is now devoting more of his time to the lumber branch of the business than to cooperage, but he is still strongly interested in the latter and looks for quite a lively market on stock during the winter. Prices have been a little slow, but the market is already much stronger than it was a few weeks ago, in Mr. Blei's opinion. The carloadings indicate that stocks of barrels on hand are being rapidly depleted, and this is bound to result in a call for both stock and finished barrels.

Carl J. Sharp, assistant sales manager of the Acme Steel Co., manufacturers of steel hoops, spent a great deal of time at the Hotel Sherman during the semi-annual meeting of the Associated Cooperage Industries of America. W. M. Minehart, of the sales staff of the company, was also on hand, greeting customers and friends among the coopers, as they assembled for the meeting. The business of this company with barrel manufacturers has shown a rapid growth during the past few years, due, no doubt, both to the excellence of the Acme steel hoop and to the careful manner in which orders and shipments are handled at the plant of the company on the south side of the city.

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The columns of THE NATIONAL COOPERS' JOURNAL are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

Merry Christmas To One and All

A new world era is dawning. An unprecedented era of *Prosperity, Happiness* and *Goodwill.* As the old year checks out THE JOURNAL follows its *Merry, Merry Christmas* with a rousing *Happy and Prosperous New Year*—a new year in which we feel unexpected new fields of business activities will be opened up to the wooden barrel—and that each and every one of our cooperage and cooperage stock manufacturing friends will prosper accordingly.

With Widened Vision and Increased Efforts 1929 Should Work Miracles for the Cooperage Industry

IN his address before the Thirteenth Semi-Annual Convention of The Associated Cooperage Industries of America, held recently in Chicago, W. E. Braithwaite of the Division of Simplified Practice, Department of Commerce, delivered a message to the entire cooperage industry that it would be well to ponder carefully. Mr. Braithwaite said, "You have heard a great deal about the new competition. It is no longer competition among manufacturers within a given industry. Your competition nowadays comes from other industries, and if it were ever necessary for a group or an industry to pull together it certainly is today, with this high powered salesmanship and competition coming from other industries."

That THE JOURNAL agrees with Mr. Braithwaite in every respect as to the importance of industries getting together, not only to solve the problems of competition within their own ranks, but also to meet and overcome the efforts on the part of competing industries, not one of its host of readers needs to be told.

It was a deep disappointment to every well wisher of the wooden barrel that no definite plan was adopted at the semi-annual meeting looking to the inauguration of a wooden barrel trade promotion and extension campaign, since such a campaign representing as it would the "pulling together" power of the cooperage industry would mean so much in combatting competition from substitute containers, at the same time that it would place upon a sound basis the business of every cooperage and cooperage stock manufacturer in the entire trade.

This splendid spirit of co-operation, whole-hearted and untinged by motives of any kind save the welfare of the whole, is the invincible power that must lay hold of an individual, corporation, business or industry before miracles can be worked, but the fact that by such co-operation miracles can and are being worked, is what is driving the present day progressives on to unbelievable accomplishments.

THE JOURNAL has always believed, and it still does, that what is possible to other industries is equally possible to the cooperage industry—but not without full co-operation and this our industry has not yet given, though THE JOURNAL has striven tirelessly throughout the years to bring this about.

Trade co-operation is the only asset today that any industry can depend upon or that can be used to any advantage in balancing the scales of competition. Trade co-operation applied through Association channels is the established order of every industry of any size or importance the world over and more and more are manufacturers and business men coming to realize the power, efficiency and extent of such channels.

Qualified as it is by the economic value of its product, by the extent of its investments, and the business acumen and intelligence of its leaders, the cooperage industry has every right to be in the front ranks of progressive and profit yielding business—and with a vision widened to embrace the world's scope—which is not too big a scope for the wooden barrel to measure up to—our industry would not only take but maintain its rightful place.

The Associated Cooperage Industries of America has now been in existence almost fourteen years, and that the organization has done some splendid and indispensable work for the good of the trade during that time, none can with justice or truth deny. That the Association could have done far more, with increasing benefits to all, had it been adequately supported and financed—there is absolutely no doubt. Nor is there any question but that the Association can still work the miracles, heretofore mentioned, if properly supported and financed.

That this proper support and adequate financing must come from increased Association membership, is what President Sigman rightly said in his address to the cooperage men assembled in Chicago. With this increased membership, promptly forthcoming, a trade extension program could be put into operation that would be more than successful—it would be a trade and business life saver.

At the present time, as President Sigman remarked in his address, the Association membership comprises but a small percentage of the entire cooperage industry. Really the Association membership represents a much smaller percentage of the trade than President Sigman's figures would allow him to estimate, as there are hundreds of plants, both stock and barrel, tight and slack, which are not included in the number on which Mr. Sigman based his percentage estimate. It has been these hundreds outside the Association membership that THE JOURNAL has been bending its efforts to draw within the fold, while at the same time we have sought to encourage and keep alive the enthusiasm of those who have been "carrying on" under the Association banner.

The increased membership of which President Sigman speaks must cover the cooperage trade as a whole if the industry is to derive the vast benefits it can derive from Association activities. This statement has always been true but it is doubly so now. With but few exceptions, every cooperage and cooperage stock manufacturer can become a member of his trade association at the minimum dues and if all would do so the investment would prove one of the finest ever made in the interest of their individual business.

The need of the wooden barrel today, for the combined support of the entire cooperage industry that its trade life be protected, increased and extended, is acute—but as acute as this need is it could be quickly met and allayed to the good of all, by a 100 per cent. support from the wooden barrel trade. There is no other power to equal this co-operative working nor is there much hope of stemming the tides of competition without it.

Let us widen our vision and increase our efforts through Association channels. Not only home markets but many foreign ones as well await and will magnificently reward a 100 per cent. pull for the wooden barrel. Let us make it.

Small Barrel Developed by Cooperage Industry for Apple Storage and Shipping Should Counteract Box Activities

A DEVELOPMENT in the cooperage industry which should have a far-reaching effect upon the use of staves, hoops and heading for apple containers, as well as containers for like products, is the one-bushel tub or small barrel, which has been devised under the direction of the Association.

This new container will open a market for No. 2 30-inch staves, as well as hoops and heading, that otherwise might not be readily marketable, and at the same time it will bind the business of the apple growing industry tighter to the wooden barrel, as well as increase the opportunities for the wooden barrel as a shipping container for potatoes and other agricultural products.

In the report of the Convention of the Association which appears in this issue will be found a detailed discussion of the new one-bushel container.

A thorough reading of the discussion is urged upon each and every reader of THE JOURNAL, as it clearly reveals all the possibilities of the new package in opening up many new channels to the cooperage trade for increased business.

For the past several years there has been a concentrated effort on the part of wooden box and basket manufacturers to displace the wooden barrel in the apple growing field. To what extent these efforts have been successful was pointed out by THE JOURNAL in an editorial in its November issue, in which editorial the activities of the National Association of Wooden Box Manufacturers in the New England district were outlined. It was with the thought of meeting this competition, as well as to enable the cooperage industry to make use of a certain grade of stock, that the Association developed the new one-bushel container, and if indications are dependable the new package will not only meet every requirement for the shipping and storage of apples, but will also have many advantages over the wooden box and basket.

This new one-bushel container will be submitted to the Bureau of Standards for approval, and then it is up to the cooperage industry to develop the market for its new container. That the market can be developed is a foregone conclusion, if the required publicity and necessary effort is put forth. That the new package will prove successful is almost guaranteed in advance by the demonstrations which have been made of its fitness and adaptability before cold storage operators and apple growers.

WANTS IN COOPERAGE LINES

The Canada Barrel Company, 33 Munro Park Avenue, Toronto, Ont., Canada, is in the market for whiskey barrel stock.

Macon Cooperage Company, Box 264, Macon, Georgia, is in the market for one Grotnes heading-up machine in good condition.

W. L. B., care of THE NATIONAL COOPERS' JOURNAL, *Philadelphia, is in the market for a machine or device used for gluing heading.*

"CHS," care of THE NATIONAL COOPERS' JOURNAL, *Philadelphia, is in the market for 1 to 3 Eureka used spraying machines, complete in working order.*

The Canada Barrel Company, 33 Munro Park Avenue, Toronto, Ont., Canada, wants to get in touch with a shop foreman who knows the manufacture of whiskey barrels and who can assist in installing machinery.

Easton Cooperage Co., Easton, Pa., desires to get in touch with manufacturers of white oak barrels and kegs, paraffined and charred, from one to fifty-gallon capacity. Quote contract prices for deliveries during 1929.

Cooperage Conditions Look Good in Great Britain

Business is active in tight cooperage circles with an improved demand, which is expected to continue right up to the end of the year. In fact, coopers here are now beginning to hope that the months from January to March, instead of being dull, will be busy ones.

The slack cooperage trade is good, with a normal demand, and very few complaints are heard in this section. Taken altogether, the cooperage trade in Great Britain looks to be having a healthy business which will prevail over the next few months.

In-Between Season in Canadian Cooperage Stock Operations—W. A. Fraser

As the present month is pretty much between seasons in the cooperage business as far as Canada is concerned, I am afraid I cannot say a great deal at this time that will be of interest to JOURNAL readers.

As Canada produced a very short apple crop during the past season, heavy stocks of apple barrel material have been left in the hands of the mill owners, which consequently will have the effect of curtailing production during the coming winter. Number one stock has been pretty well cleaned up in Canada, with the result that there is considerable importation of No. 1 elm staves from U. S. mills.

In my report for January, I will be able to tell more definitely, approximately what production operations in the woods will amount to this year for 1929 consumption.

The Associated Cooperage Industries of America
In Thirteenth Semi-Annual Convention, Chicago, Nov. 13-14-15

The Associated Cooperage Industries of America met in Thirteenth Semi-Annual Convention at the New Hotel Sherman, Chicago, Illinois, November 13th, 14th, and 15th. The attendance was up to the usual high standard, practically two hundred members being on hand.

The main features of the Thirteenth Semi-Annual were the discussion of Standardization and Simplified Practice, and Statistics. The Association is to be congratulated upon the active work in the way of standardizing the sizes of tight cooperage, as well as for the thorough discussion that was given to statistics, and means adopted to obtain the full co-operation of not only Association members, but of non-members in this very practical and important work.

The members present were given a thorough outline of the aims and purposes of the adoption of Simplified Practice through the very able address made by W. E. Braithwaite of the Department of Commerce. There is no question but that if the cooperage industry will work along with the Division of Simplified Practice, as have many other industries, it will prove beneficial to the entire trade in the way of eliminating waste, reducing the varieties of packages in a manner that will be acceptable to consumers of cooperage, and effecting a general increase in the efficiency of its operations.

The one disappointment that has come to THE JOURNAL insofar as the Thirteenth Semi-Annual is concerned, was the entire absence of action with regard to the adoption of a Wooden Barrel Trade Extension plan. Standardization and Simplification of Practice are very good, but the real and vital necessity of the cooperage trade is a program of Trade Extension that will increase the demand for cooperage.

However, the Trade Extension movement is not dead, and as President Sigman said during the discussions of the Convention, a Trade Extension program will again be worked out by the Association when the development of co-operation among cooperage and cooperage stock manufacturers has reached a point where such a program will have behind it the necessary financial support that will guarantee its success. It is THE JOURNAL'S hope that between now and the Annual Convention in May, 1929, the officers and members of The Associated Cooperage Industries of America will work hard in the way of securing this co-operation, because the future prosperity of the cooperage industry depends to a greater extent upon a well-directed Wooden Barrel Trade Extension Campaign than upon any other issue.

President Sigman is deserving of high commendation for the able manner in which he directed the activities of the Thirteenth Semi-Annual Convention, and also for the constructive work which he has done since he entered upon the duties of his office.

We urge every member of the Association to get behind President Sigman, and give him their active support in the measures which he is advancing for the good of the Association and for the benefit of the entire cooperage trade. Full report of the Convention follows:

PRESIDENT M. L. SIGMAN

TIGHT COOPERS' GROUP

The Tight Coopers' Group opened its session Tuesday morning, November 13th. Chairman L. F. Horn was forced to absent himself from the Convention because of a painful accident he had suffered, therefore the Group appointed R. W. Rush to act as chairman for the meeting.

In his opening remarks to the coopers assembled, Mr. Rush asked that the meeting be made informal; that is, he asked everyone present to give their frank opinion on the subjects under discussion, and not to hold back any expressions regarding action that the Group decided to take.

Importance of Standard Sizes of Barrels

The chairman called attention to the committee which was appointed at the Annual Convention in St. Louis last May to standardize tight barrel sizes. The duties of this committee were to decide upon stave length, heading dimensions, as well as the bilge circumference of packages, that would be acceptable as standard by the cooperage trade and consuming industries.

"There are any number of advantages in standardization," said Chairman Rush, "I have listed just a few of them. First, to the stock manufacturer, (a) an assured sale of stock made ahead of orders; (b) less money tied up in inventories; (c) less changing of machinery and consequent savings; (d) less chance of error in making shipments to the barrel manufacturers.

"Advantages to the barrel manufacturers are (a) more prompt delivery and consequent lower inventories to be carried; (b) lower cost of stock; (c) less chance of error in shipments made by the producer.

"Advantages to the consumer are (a) better quality of product; (b) better values than otherwise possible, and (c) better service in deliveries and repairs."

W. E. Braithwaite Outlines Operating Plan of Simplification Division, Department of Commerce

Mr. Rush called upon W. E. Braithwaite of the Department of Commerce to tell the gathering what had been done by other industries in the way of standardization, and how the co-operation of the Simplified Practice Division of the Department of Commerce had helped to overcome the problems of these industries. Taking the floor, Mr. Braithwaite said, "Gentlemen, I am very glad to be with you this morning. I am supposed to address you on Thursday and I will reserve some of my thunder until then. The Division of Simplified Practice is organized for a very definite purpose in the Department of Commerce. This Division was organized and set up by Mr. Hoover in 1921 to be of service to industry. After all, the major objective of the Department of Commerce is to be of service to industry and help to promote good business.

"As Mr. Rush has told you, we have been instrumental in getting one hundred different industries to meet and when I say 'industries,' that includes manufacturers, distributors and users of the product. We have been instrumental in getting these industries to meet,—in Washington, or in conventions to consider simplification programs.

"Many advantages and benefits have accrued from these simplification programs. You notice I call it 'simplification.' There is a difference between simplification and standardization. Standardization implies a sort of fixed thing, something that is rather rigid, something that you have to stick to for a long period of time, but simplification is flexible. We choose to call it simplified practice because it is a step toward—it is a means to an end,—it is a step toward standardization. Simplified practice is a method for reducing the great waste that exists in most industries through excessive variety.

How the Division of Simplified Practice Operates

"I will explain to you briefly just how we operate. We usually get an industry to appoint a Simplified Practice Committee. It is the job of that committee to make a survey of the industry to ascertain the volume of production or sales on the various commodities manufactured by that industry.

"Your Standardization Committee has made a survey of the tight cooperage trade and has found the use of a number of varieties of cooperage. Now what the committee is attempting to do (and it is headed the right way) is to standardize on those sizes that are in greatest demand.

"After a committee has made the survey, and made its recommendations to the Division, we usually use the recommendations of the committee as an agenda for dis-

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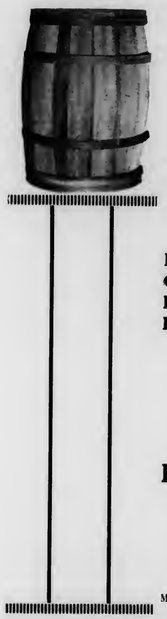

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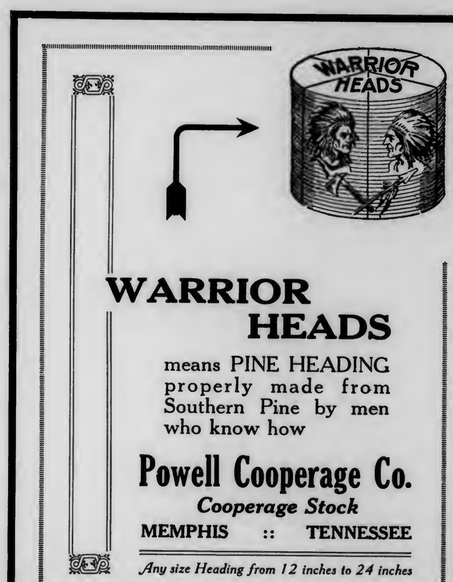

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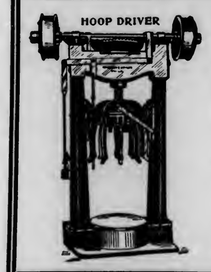

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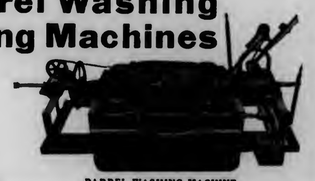

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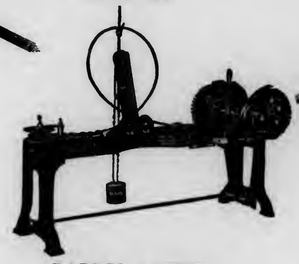

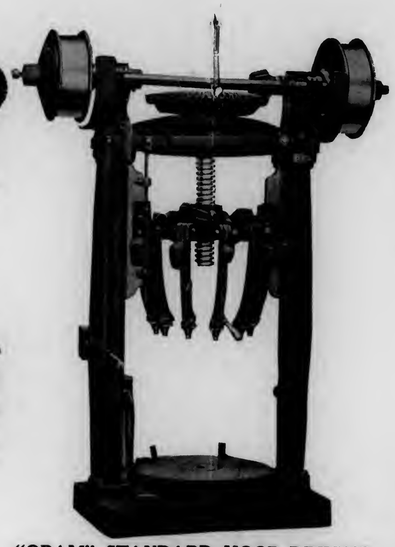

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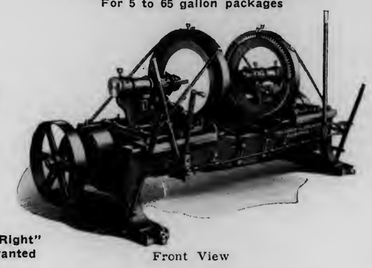

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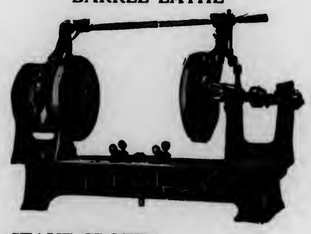

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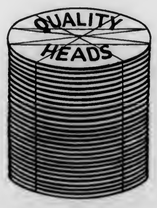

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cussion at a general conference of all interests—the manufacturers, the distributors and the users. Of course the user isn't as well organized as the manufacturer and the distributor, but we do aim to get as many of the users as possible into the conference. All groups interested are represented in this general conference.

STEPHEN JERRY, Vice-President, Tight and Slack Coopers Group

The Division Acts as an Agent in Having Standardization Program Adopted

"The standards are adopted, perhaps with a few changes, and those standards set up are usually adopted for a certain period of time, usually for one year. A standing committee is appointed at the general conference to follow through and to get the maximum support of the program and to receive any suggestions for changes or modifications in that standardization of size program.

"The Division of Simplified Practice simply acts as your agents in getting your standardization program over to the industry.

"We have, since 1921, built up (with the co-operation of industry) the one best method to our way of thinking, of getting a maximum result so far as acceptance of our program is concerned. We send out to the manufacturers, distributors and users of a product the recommendations which are adopted at the general conference, asking for their acceptance of the program. As soon as we get eighty per cent. to accept (and that is by volume of business done) then we print the recommendation, which we call simplified practice recommendations, in pamphlet form and announce to the industrial world that these are the standards adopted by the industry and it represents the best thought and practice of that industry and is effective for one year from a specified date.

Active Support is Given Action of Conference

"We don't let the matter drop there however. We have what we call a maintenance section which co-operates and works with the standing committee to get the maximum adherence to the program, thereby insuring the maximum support of the program.

"That, in a nutshell, explains how the Division of Simplified Practice operates and co-operates with industry to effect and assure the success of a standardization program.

"I think Mr. Rush and his committee have made considerable progress. I think they have a very splendid recommendation to submit to you. I think if you see fit to adopt this standardization program under our co-operative auspices, there is no question but what there will be great benefits and advantages accrue, and certainly it will reduce costs in your industry. Your industry, like other industries, I'm sure will not sniff at any reduction in costs.

"I think that is about all I have to say. I am glad to be here. I hope that we may be of service to your industry in putting this standardization program over for you."

Report of Standardization Committee

Reporting for the Standardization Committee, Mr. Rush said: "It is recommended that we make five-, ten-, fifteen-, thirty-, forty-five-, fifty-, and fifty-seven-gallon sizes, —standards in those sizes. Of course any manufacturer can make any sizes that are required by any particular trade that he has, but what we are anxious to do is standardize on certain sizes that are in the greatest demand so that we can get the stock men producing that particular size, —with a resulting great advantage to them. There will be advantages to us, too, because if we can standardize on those particular sizes, it will reduce costs of manufacturing. We will get the benefit of the reduced cost, and in turn can pass it on to the consumers of our product so that in the end I think the industry will be greatly benefited by such a program.

"For the five-gallon size, your committee recommends a 16½-inch stave, ⅝ inch thick; heading ten inches in diameter, ⅝ inch thick; bilge circumference of 38 inches. If there are any members here who have any questions or suggestions as to what would be a better length of stave or diameter of heading, I ask them to speak up."

Mr. Kahn asked Mr. Rush how the committee arrived at their conclusion.

Replying, Mr. Rush said, "By a survey of the industry. We got the different sizes that various manufacturers use in the production of barrels. We didn't get the majority of manufacturers in the country to submit their figures, but there were sixteen firms which did submit figures on the sizes that they used and these recommendations are what the majority of the people reporting were using and it looked to your committee as if it would make a well-proportioned package.

"For the ten-gallon size your committee recommends a 21½-inch stave, ⅝ inch thick; 12-inch head, ⅝ inch thick, and a bilge circumference of 47 inches.

"On the fifteen-gallon size, staves 24 inches long, ⅝ inch thick; heading 13⅜ inches in diameter, ⅝ inch thick, and a bilge circumference of 54 inches.

"On the thirty-gallon size, staves 30 by 11/16 inch thick; heading 16⅝ by ¾; bilge of circumference, 65 inches.

"For the forty-five-gallon size, staves 34 inches long, ¾ inch thick; heading 19¼ by ¾ inch and a bilge circumference of 75½ inches.

"On the fifty-gallon size, staves 34 inches long, ¾ inch thick; heading 20½ by ¾; bilge circumference of 80½ inches.

"On the fifty-seven—fifty-eight-gallon size, staves 36 by ¾ inch; heading 21 by ¾ inch, and a bilge circumference of 83½ inches."

At the conclusion of the report of the Standardization Committee, E. J. Kahn asked if the size of truss hoops to be used had been taken into consideration in formulating the specifications for tight barrels. He thought that this was a subject that was important and should be given consideration.

The chairman replied that the size of truss hoops had not been considered, inasmuch as two manufacturers can use two different sizes of truss hoops with the same stock and almost invariably get the same result. In his opinion the deciding point in the manufacture of the package is the position of the head on the crozing machine.

W. O. Johnson expressed the thought that it would be difficult to decide in a practical way the size of the truss hoops to be used.

GEO. WUNDERLICH, Vice-President, Slack Branch—All Groups

Standardization Program to be Submitted to Entire Tight Membership

Mr. Kahn advanced the suggestion that the report of the Standardization Committee be submitted to every tight cooper in the Association so that the reaction of the representative members of the industry could be had on the recommendations made. Mr. Kahn thought that the committee's recommendations were very good; that they were definite and outlined a practical plan. Therefore, if the Tight Coopers' Branch of the industry were agreed as a unit on the recommendations they could be put into effect almost immediately.

Mr. Johnson agreed with Mr. Kahn, and further stated that it was the thought of the committee that barrels be made up according to the standard specifications recommended by the committee, these barrels to be placed on display at the Annual Convention in May. In that way criticism of the finished package could be obtained.

Upon hearing Mr. Johnson's suggestion Mr. Kahn moved that the recommendations of the Standardization Committee be submitted to the Tight Coopers' Branch of the Association, and that sample barrels be made up according to these specifications and be placed on display at the next annual meeting for criticism.

Mr. S. M. Shane thought it would be much better if the specifications could be put into force at the earliest possible moment, rather than wait a period of six months until the annual meeting.

Mr. Rush, however, pointed out that he did not think it possible to get the specifications in active force in any less time, inasmuch as the sizes specified will vary from the majority of sizes that are being used in the industry today. This will mean that certain changes will have to be made by all manufacturers of tight cooperage who decide to use the standardization plan of the Association, and therefore a definite length of time should be given these manufacturers to work up the old rings and staves and headings that they have on hand.

Mr. Shane replied that the work of the committee was highly efficient, and he would like to see the specifications adopted and put in force with the co-operation of the Department of Commerce.

Mr. Rush agreed with him on this subject, but thought that in the long run the best method would be to make absolutely sure that the sizes specified are right and not make any changes whatever in equipment or material until the industry had an opportunity to consider the changes recommended, and until barrels made up according to specifications could be placed before the membership for its criticism, ac-

R. W. RUSH
Oil City, Pa.

cording to Mr. Kahn's motion. The motion was carried unanimously.

There being no further business before the Tight Coopers' Group, the meeting adjourned.

SLACK BRANCH—ALL GROUPS

The meeting of the Slack Branch—All Groups was called to order at 10.00 A. M. Wednesday, November 14th, with Vice-President George Wunderlich in the chair.

Mr. Wunderlich called for a report of the Specifications Committee, but Willard Davis, chairman of that committee, not being present it was necessary to hold the report over until the arrival of Mr. Davis.

Slack Branch Decides Against Service Bulletin

Secretary Hirt suggested that the meeting discuss the subject of an Association Service Bulletin. Mr. Hirt explained to the members present that the Service Bulletin had been referred to the Executive Committee, and after discussing it thoroughly that committee decided that the better plan would be to refer it to the different groups to ascertain if a Service Bulletin is desired by the membership as a whole.

The idea of the Service Bulletin, as explained by Mr. Hirt, is to list the cooperage wants of the members, as well as the material they wish to dispose of.

Opening the discussion on this subject, E. A. Powell said that the Executive Committee had discussed the Service Bulletin from every angle. Mr. Powell opposed the adoption of the Service Bulletin by the Slack Branch because, as he said, it made the Association a vehicle for carrying on work for which it is not intended, and therefore he moved that the Slack Branch of the Association reject the Service Bulletin. This motion was seconded by T. J. Nash and carried.

The New Bushel Barrel—A Development That is Due Entirely to Associational Working

The next order of business was the consideration of the proposed new fruit container. Chairman Wunderlich asked that the members present express their full views on the subject of the one-bushel container for apples made of barrel staves and heads.

E. P. Voll told the members assembled that Mr. Shirrell, inspector for the Association, and others interested in the apple barrel trade, have been endeavoring to devise a practical container different from any other bushel container on the market that could be used for the shipment of apples and like products. The result of their efforts is a one-bushel container that will not only serve as a shipping package for apples but will increase the consumption of Number 2 stock. This new package is made of 30-inch staves cut in two, two elm hoops, a 13-inch head on the bottom, and a 16-inch head on the top. The cubic contents of the new package is one bushel.

In order that this new package could be marketed in the apple field it would be necessary to have it accepted as a standard package by the Bureau of Standards. However, before doing this Mr. Voll thought that it would be well for the members present to examine the new package and decide whether or not its advantages are sufficient to make it a marketable container.

Cooperage Manufacturers Must Do the Selling in Order to Put Over the New Package

In answer to a query by J. W. Donaldson as to whether or not the new package would be acceptable to the apple growers, Mr. Voll replied that it is up to the cooperage manufacturer to develop the market. "Before you can go to an apple grower or packer," said Mr. Voll, "and endeavor to sell the new one-bushel container you will have to have it accepted as a standardized package, for the first question that will be asked by the grower is 'Has this container been passed upon by Government authorities?'" Mr. Voll told of an experience he had had with the new package. A representative of a cold storage plant expressed a doubt as to the strength of the one-bushel container. Mr. Voll persuaded him to stand on the new package, and had him bear down with all his weight as well as move around on the package. After this demonstration the representative of the cold storage company decided that the new container is a good one, and that its advantage for cold storage lies in the fact that it can be stacked one on top of the other to the ceiling without any damage whatever to the container or its contents.

On motion by Mr. Powell, seconded by Mr. Nash, it was decided to submit the new one-bushel container to the Bureau of Standards for approval.

Report of Grade Rules and Specifications Committee

Mr. Davis entering the room at this point was asked to report for the Grade Rules and Specifications Committee. He stated that the committee had had only one change referred to them. This proposed change covered pine nail keg staves, 28½-inch pine staves, 12-, 14-, 16-, 18-inch curved elm liners, and pine heading under 12½ inches. Mr. Davis said that this matter had not been referred to the committee in sufficient time to give it full consideration, and therefore it would be necessary to carry the proposed change over to the annual meeting in May.

One-Bushel Container Receives Further Attention

The question of the new one-bushel container was again brought on the floor. John Deblieux called attention to the fact that in his particular section great quantities of sweet potatoes are shipped in veneer packages. However, many of the growers are turning to crates instead of veneer. It was pointed out that the advantage claimed by the crate is that it permits a greater circulation of air and also that it can be purchased at a lower price. Mr. Deblieux told the gathering that certain growers had written him on the subject of using wooden barrels for shipping sweet potatoes. However, they objected to the size of the barrel. Therefore, in his opinion, if the new container could be made of thinner staves he had every reason to believe that it would prove very successful not only as a shipping container for sweet potatoes but also for Irish potatoes.

E. P. VOLL
St. Louis, Mo.

Will Not Ship Another Potato in Bags

Continuing on the subject of shipping containers for potatoes, Mr. Deblieux said, "I have a friend who shipped potatoes from nearly one hundred acres last year, and he has told me that he will not ship another potato in a bag, that if necessary he will make his shipments in barrels.

Trade Extension Program an Acute Necessity

"If we had some sort of an extension program, such as Mr. Voll has spoken of so often, I think we might open up a good trade in the South. I think the New Orleans people sooner or later will adopt such a program. We can't just make the packages and say we have them on hand. A newspaper advertisement is very good, but we ought to have personal contact with the consumer, and a good way to do that is to raise money to place a Trade Extension man on the road,—an intelligent man, a man who can handle the proposition, and properly bring before consumers the qualities of the wooden barrel."

E. P. Voll Advises Against Changes in Stock for the New Container

Following Mr. Deblieux, Mr. Voll explained why the new one-bushel container was originated. "The first thing we had in mind," said Mr. Voll, "was the utilization of a particular grade of staves that is overabundant in supply. I refer to the No. 2 30-inch stave. The idea of the new package is to open the market for these No. 2 30-inch staves, and, at the same time, produce a package that is serviceable and useful. If you endeavor to build this package with a thinner stave then it will be necessary to go into the manufacture of a special article and the cost will be greater and it will not be possible to sell such a package at a sufficiently low price."

Another phase of the situation which should not be lost sight of," Mr. Voll continued, "is the strength of the package made of No. 2 30-inch staves. It is common knowledge that a veneer package will not prevent bruises to apples, and it is also an established fact that wooden barrels give the greatest protection against such bruises. Therefore, the one-bushel container when made of No. 2 30-inch staves is given another selling point that will prove an advantage in marketing the product. Don't forget that with the exception of the headliner this new package can be made of material that today is considered practically worthless around the mill. There are many elm hoops thrown away in the mill that are shorter than three feet. It has occurred to us that two hoops spliced together each 2½ feet could be used for the top of the package while the splices on one end and the lappage on the other (which ought to be practically opposite) could serve as a handle. The same way with heading: material that today a heading man would hesitate to use could

C. G. HIRT
Secretary and Treasurer

be turned into heading for this sized package. Let's forget about making anything special. In the one-bushel container you have a very economical package and one in which the labor cost would be very low." Mr. Voll also told how this new one-bushel container could be used for export, and thus prove an economy for the apple exporter.

There being no further business scheduled for the Slack Branch, the meeting adjourned.

TIGHT BRANCH—ALL GROUPS

Vice-President Travis Smith called the Tight Branch—All Groups to order at 2.00 P. M., Wednesday, November 14th.

Secretary Hirt submitted as the first business of the meeting the proposed increase in estimated weights of tight staves. He reported that the committee which had this subject in hand recommended that the estimated weight of ⅞ x 35-inch white oak bourbon staves, AD&L, be increased from 4,000 pounds to 4,500 pounds with 5 per cent. variation to care for difference in texture of material, etc.; that the estimated weight for ¾ x 34-inch white oak wine staves AD&L be increased from 3,500 pounds to 4,000 pounds. This same weight is to apply also for ¾ x 34-inch white or red oak oil staves AD&L.

For ⅝ x 24-inch oak keg staves KD&J the committee recommended that the weight be increased from 1,500 pounds per thousand staves to 1,750 pounds.

For ⅝ x 24-inch oak keg staves AD&L 4-inch average, the weight should be increased from 1,750 pounds per thousand to 2,250 pounds, with a 5 per cent. variation. An increase from 2,300 pounds to 3,200 pounds per thousand with a 5 per cent. variation was recommended for ⅝ x 30-inch pork staves AD&L 4¼-inch average.

Mr. Herget expressed the opinion that the recommended weight for pork staves is too heavy. Mr. Hirt said the committee was of the opinion that 3,200 pounds was a reasonable weight, but W. K. Knox felt that the 3,200-pound weight was based on a ¾-inch stave. Replying, Mr. Hirt said that the present weight is 2,300 pounds for oak pork staves, but Mr. Rush remarked that staves 11/16 inch will not weigh that much. Mr. Herget suggested that the estimated weight be changed to 2,750 pounds and it was agreed that the estimated weight of the pork stave should be increased from 2,300 pounds to 2,750 pounds.

Replying to Mr. Beeson's request for information concerning staves 35 x ⅞ inch Mr. Hirt read the recommendation of the committee that the weight for these staves be increased from 4,000 pounds to 4,500 pounds. Mr. Beeson thought, however, that the weight should be increased to 5,000 pounds.

There was additional discussion as to the report of the Weight Committee following which the report was accepted on motion by Mr. Knox, with the understanding that the suggested change be made in the weight of pork staves, as mentioned above.

Use of Service Bulletin Made Optional by Tight Branch

The next order of business was the consideration of the Service Bulletin which had been rejected by the Slack Branch during the meeting of that group. After a short discussion it was decided on motion by Mr. Kahn that the Tight Branch offer the service of such a bulletin to its members if they cared to make use of it.

General Discussion Regarding Statistics

Bringing forward the subject of Statistics, Mr. Hirt said, "Statistics were discussed by the Tight Stave and Heading Group but the members present were of the opinion that further consideration should be given Statistics at the meeting of the Tight Branch—All Groups.

Secretary Hirt directed the attention of the Tight Branch to the fact that 75 to 80 per cent. of the Slack Group are sending in reports, and ways and means should be considered by the Tight Branch to bring their report up to the same high percentage. He told the members assembled that the Slack Group are well satisfied with the accuracy of their reports, and there is no reason why the members of the Tight Group should not be able to secure the same valuable information from tight statistics.

Mr. Kahn reiterated the remarks he had made before a previous session when he said that he could not understand the hesitancy on the part of tight cooperage stock manufacturers and coopers to giving statistical information; that comprehensive statistics would prove an advantage to every one concerned, and would not give any particular advantage to any one manufacturer's competitor; that if that competitor wanted information as to the production and stocks on hand he could very easily secure it even without statistical reports.

Cooperage Industry One of the Few Without Production Statistics

Mr. Rush looked upon the cooperage industry as the only trade that does not have comprehensive and complete production statistics. Association statistics, he said, should include all the staves and heading that are manufactured, and all the barrels and kegs produced in both the slack and tight branches of the industry. Statistics of that kind would be of benefit to each and every member of the Association, yet even with the partial statistics that are being compiled at present, Mr. Rush stated that his company would not be ready to abandon the program without a further trial. He thought that the work should be continued and that those who do not report should be convinced of the real value that the statistics would prove to them.

Secretary Hirt Suggests a Representative Committee to Gather Statistics

Secretary Hirt suggested that a committee be appointed with a representative for each district. The duties of this committee would be to encourage the use of statistical reports.

N. W. Calcutt, entering the discussion, presented an obstacle that this committee would meet. He said there are so many mills that are not members of the Association. He knew of three mills in Tennessee that did not report at all, while he sends in his report each month. In his usual straightforward manner, Mr. Calcutt said that the industry had been trying for 35 years to secure reliable statistics, but as yet it had not achieved very much success due to the fact that there are so many companies who are not members of the

JAMES B. HALL
Executive Committee

Association, and naturally these companies do not send in their reports. He thought well of Secretary Hirt's plan of appointing representatives for stave producing districts to secure production reports.

James B. Hall added his remarks to Mr. Calcutt's on the subject of statistical reports. "As I understand it," said Mr. Hall, "only about 40 per cent. of stave manufacturers who are members of this Association are making reports. In addition we have a non-membership scattered all over the country who do not make any reports and who do not expect to. The practical and feasible way of approaching the problem is to divide the territories in such a way that it would not be a hardship on the man appointed for that territory to induce manufacturers to report or to estimate the stock which such manufacturers have on hand. So far as Kentucky is concerned I could take that State and guarantee you a correct and authentic report." Mr. Katz suggested that the committee be limited because it is a well-known fact that when a committee is large it becomes top heavy and does not function properly. He also suggested that this committee have no chairman. His idea was that a committee be appointed at this meeting to prepare a program and then one man be appointed for each district to secure the information. Then that man is supposed to report the result of his work to the Association.

Mr. Knox asked Mr. Katz if it were his idea to have members in each district select one of their numbers to act for the Association in securing these reports.

Mr. Katz replied in the affirmative. Mr. Knox felt that it was a good idea because it would put the matter up to the members in each community to select someone in whom they could place entire confidence. He did not feel that the overlapping of mills would make much difference nor would the fact that the headquarters of mills in a given State being in Chicago or some other center would affect the work to any appreciable extent. To his way of thinking the reports need not be exact so much as they should be comparative; that is, the reports should tell if there are more staves during one period than during another period.

Mr. Hall suggested that in the event the new program for securing the reports is adopted that the secretary should not send out any requests for reports. After considerable discussion entered into by the majority of members present, Mr. Hall

moved that the chairman of the Tight Branch appoint a member of the Association to serve in each producing State as a representative of the Association to collect statistics for his State. This motion was seconded by Mr. Meyers and carried.

The meeting adjourned on motion.

GENERAL SESSION

The General Session of the Convention was called to order by President M. L. Sigman, Thursday morning, November 15th.

The first order of business was the introduction by President Sigman of W. E. Braithwaite of the Department of Commerce, who outlined to the meeting the aims and purposes of the Simplified Practice Division in co-operating with industries not only in the way of standardization, but also in the elimination of waste, both from the viewpoint of manufacturing and the duplication of sizes.

[Mr. Braithwaite's address will appear in full in the January JOURNAL.—Ed.]

At the conclusion of his talk, Mr. Braithwaite announced his willingness to answer any and all questions asked by the members to the best of his ability. He congratulated the Standardization Committee of the Tight Coopers' Group upon the excellent work they had started, and expressed the belief that the results of their work would prove very profitable to that branch of the cooperage industry.

President Sigman expressed the thanks of the Association to Mr. Braithwaite for his very able talk, and urged upon every cooperage and cooperage stock manufacturer to thoroughly digest the statements of Mr. Braithwaite as they contained much valuable information.

No Industry Can Afford to Ignore the New Competition—A Word of Warning to the Cooperage Trade

Again taking the floor, Mr. Braithwaite called attention to the new competition about which much has been written and said in the past year. He stressed the point that it is no longer competition among manufacturers within a given industry that must be feared, but the competition from other industries, and that it is absolutely necessary for a group or an industry to pull together and co-operate at the present time in order to meet the high-powered salesmanship and competition which comes to them from outside industries who are after the business of the same consumers.

Simplified Practice Within the Law

R. J. Cant asked Mr. Braithwaite if he could give the gathering some information with regard to the well-known Sherman Anti-Trust Law. He said there was some misgiving on the part of members of the cooperage trade as to how far it would be possible for them to go and still keep within the confines of the Anti-Trust Law. Mr. Braithwaite answering, said that in the matter of Simplified Practice it was easy to keep within the law. He called attention to the fact that there are industries today who send representatives to Washington to confer on trade practice with the Federal Trade Commission. In this manner codes and ethics are worked out in co-operation with the Federal Trade Commission which enables these various industries to accomplish a great deal for the betterment of their trade without over-stepping or coming into opposition with the Anti-Trust Laws. According to Mr. Braithwaite there is no danger at all of getting into trouble by adopting a Standardization or Simplified Practice Program. The only danger lies in the efforts of some to take this co-operative effort over into the price field and agree on prices. When this is done the law is violated and, of course, such industries are liable to prosecution. However, in the matter of simplification and standardization the speaker pointed out that members of an industry are merely coming together to agree on certain specifications that will eliminate waste and make their businesses more profitable.

Simplified Practice Highly Successful in Steel Industry

In answer to President Sigman's query as to the results obtained by the steel industry along the lines of standardization and simplification, Mr. Braithwaite stated that a study of the steel industry showed that it was one of the most efficient industries in the country, and that in several instances the good offices of the Department of Commerce had been accepted by the steel industry to help them work out their plans of operation and standardization.

E. J. KAHN, Peoria, Ill.

Every Business Entitled to a Legitimate Profit

Mr. Braithwaite further said that the theory of the Governmental Departments is that every manufacturer or businessman is entitled to make a fair profit from his business, and that it is the business of the Department of Commerce to help the manufacturer and businessman to make that profit, to help him stimulate and increase the efficiency of his business. He felt that if the cooperage industry would work out a standardization program and appoint a committee to sit in conference with the Simplified Practice Division of the Department of Commerce the result of such a conference would be a reduction in manufacturing costs, elimination of waste and more profits.

Rising Vote of Thanks Tendered Mr. Braithwaite

Carl F. Meyer made a motion that a rising vote of thanks be tendered Mr. Braithwaite. The motion was seconded and carried unanimously.

Mr. Meyer further suggested that a copy of Mr. Braithwaite's address be sent to each member of the Association by Secretary Hirt.

Amendment of Constitution and By-Laws Regarding Resignations

President Sigman called upon Secretary Hirt to read the proposed amendment to Article 5 of the Constitution and By-Laws concerning resignations.

Secretary Hirt advised the meeting that this amendment had been proposed at the Annual Meeting in May, 1928, and for reasons stated at that time it was thought best to hold it over until this Convention for final action. The present Article 5 follows:

> "All applications for membership shall be made in writing upon a form adopted by the Executive Committee as supplied by the Secretary, and shall be subject to the approval of the Executive Committee. Resignations of members shall be in writing. No resignation shall be effective until all arrears of dues or other indebtedness to the Association have been discharged by the member resigning."

The proposed change in this article has reference to resignations and liability for dues up until the time of resignation. The amendment suggested reads:

> "Resignations of members shall be in writing, and shall be effective at the end of the next fiscal half year, and that the resigning member shall be liable for dues until then."

"In other words," said Secretary Hirt, "you are extending the liability one-half year; that is, you are making a specific liability of one-half year. If a resignation is sent in after July 1st, such resignation cannot be accepted until dues up to December 31st are paid, or any indebtedness that might be owed the Association. The proposed amendment is merely an effort to make the article more clearly understood."

S. C. Nancarrow expressed the opinion that the amendment had a double meaning and that his understanding of it was that if a member resigned as of this date his resignation could not be effective until June 30, 1929, inasmuch as the amendment reads that the resignation shall not be effective until the end of "the next fiscal half year." Secretary Hirt said that was not the interpretation that had been placed upon the amendment—that if a member resigned now the resignation would be effective December 31st. Mr. Nancarrow still held to the view that in making use of the words "next fiscal half year," it would not be possible to make the resignations effective until June 30, 1929, as that would be the end of the next fiscal half year—that the present fiscal half year ends December 31st.

After some discussion on the subject it was decided to have the amendment read, "Resignation of members shall be in writing, and shall be effective at the end of the fiscal half year in which the resignation is received, and the resigning member shall be liable for dues until then." This amendment was acceptable to the body and upon motion by E. P. Voll, seconded by C. E. Murray, it was carried.

Therefore, Article 5 of the Constitution and By-Laws as amended reads as follows:

> "All applications for membership shall be made in writing upon a form adopted by the Executive Committee as supplied by the Secretary, and shall be subject to the approval of the Executive Committee. Resignations of members shall be in writing, and shall be effective at the end of the fiscal half year in which the resignation is received, and the resigning member shall be liable for dues until then."

No General Discussion on How to Protect and Promote Cooperage Patronage

President Sigman called attention to a subject listed on the program titled "How to Promote Cooperage Patronage." He asked if any members present desired to talk on this subject.

Taking the floor, V. W. Krafft said, "Mr. Chairman, I would like to make a little observation. I was impressed with the fact that after the wonderful talk of Mr. Braithwaite there were very few questions asked that bore directly upon the subject, and I want to make this observation in connection with a statement he made referring to the so-called new competition.

"I was tempted to ask him if he could not enlighten us as to whether it was possible for an industry that has failed to adequately meet the competition within its own

E. A. POWELL
Executive Committee

industry to successfully combat the so-called new competition which today is recognized as being the more important of the two.

"Again, after a talk such as Mr. Braithwaite made, with so much food for thought offering something of a practical nature that might be worked out, I was impressed with the lack of discussion and apparent lack of interest.

"Of course, I don't know what progress, if any, has been made by the Standardization Committee nor whether a report has been rendered or will be rendered, but it seems to me that it would be a pity to let a vital subject of that kind pass with merely a digesting of it on the part of the members, when it is sent to them by the Secretary."

Secretary Hirt explained to Mr. Krafft that the Standardization Committee of the Tight Coopers' Group has made a report and that the recommendations offered by the committee were adopted. Further, that copies of the specifications will be sent to all members of the Tight Coopers' Group for consideration, and that final action will be taken at the coming annual meeting in May.

President Sigman took exception to Mr. Krafft's talk to the effect that there was an apparent lack of interest on the part of the members; that if any one could have sat in the president's chair during Mr. Braithwaite's address he would have been very much impressed with the intense interest of his listeners.

Replying, Mr. Krafft said that he did not mean his remarks in that way; that there is not a question in his mind but that every member of the industry represented at the Convention is thoroughly conscious of the fact that something must be done. Nevertheless, there is a lack of cohesive action,—not with particular reference to the matter of Simplified Practice, in his opinion, but rather to efforts on the part of the cooperage industry to meet the new competition; to meet that competition which is coming from the manufacturers of substitutes for the wooden barrel.

Mr. Krafft's remarks were very apropos of the present situation in the cooperage industry. Something must be done to meet the well organized competition of the steel drum, the wooden box, the bag, and the carton, if the cooperage industry is to hold the business it already has and to regain the business it has lost to these substitutes for the wooden barrel. not to make any mention whatever of developing new markets for the barrel.

President Sigman's Address

President Sigman called attention to the address he had prepared, and which could be obtained in pamphlet form. He said he did not want to take the time to read it as there was other business before the session. He did ask, however, that each member secure a copy of the pamphlet and read it thoroughly.

On motion by Mr. Kahn, the secretary was authorized to read President Sigman's address, as Mr. Kahn thought there was some very valuable information in this address for the cooperage industry, and that it was well worth the time necessary to read it.

In his address President Sigman expressed his sincere thanks to the Association for the honor they conferred upon him in electing him president of the Association, and he said that it would be his aim and purpose to discharge the official duties of his office in a way that would fully merit the confidence that the cooperage industry had placed in him.

Officers and Members of Association Must Be Awake and Alert at All Times

Continuing, President Sigman said: "As I understand it, the success or failure of any organization depends to a great extent on its officers; first, by a faithful discharge of their official duties to the best of their ability, and second by always having an ear to the ground detecting any sound either for or against the welfare of their association, thereby being able to suggest, advise and promulgate those things necessary for the best interest of the association and the individual members thereof. When this has been done it then becomes the duty of the individual member to faithfully attend all conventions possible, and by his presence, counsel and wisdom in working from the floor, or from committee assignments, carry his individual part of a contemplated program to a successful termination. The success of our Association, therefore, rests not only upon its officers, but upon each individual member thereof. I take it, that, by your very presence here today you *are* interested in this Association, and that you *are* willing to do your part towards making it function for the purpose intended.

Substitute Container Manufacturers Are Active While the Cooperage Trade Lags Behind

"Our aim is to promote the wooden barrel, our product. That product, due to its uniform and scientific construction, to its strength and durability, to its former popularity and acquaintance in every household, should now be occupying its rightful place at the very top in the container world, for food and other products, yet it finds itself playing second fiddle to the steel barrel, the wooden and paper box and carton, cotton, burlap and paper bags, not mentioning the lowly tin can. All this is the result of intensive propaganda on the part of the opposition, while we are sleeping at the switch. It is clearly indicated that we are not getting out of this Association that which we are entitled to, and realizing this, it seems to me the thing for us to do now, is to take stock and get to work.

Results From President Sigman's Questionnaire

"With the idea in view of developing some constructive and fundamental association work which so far, apparently, has not been accomplished successfully, and in order to feel the pulse of the membership regarding their attitude relative to these subjects, a committee of ex-presidents of the Association including your present president, met in St. Louis early last summer and agreed on a questionnaire covering various subjects, which in their opinion was vital to the Association, a copy of which was mailed to each member for filling out in order to get his attitude on the various subjects under consideration.

"While the number of responses received was discouraging, only about one-third of the membership filling out the questionnaire and returning it, still it is gratifying to report that those received show a large majority in favor if putting into effect, as soon as ways and means can be found: A practical Trade Extension Campaign; a complete statistical monthly report; standardization of our products; continuation of traffic department; continuation of inspection department."

H. KATZ
Chicago, Ill.

Association Must Have Larger Membership

Commenting on the membership of the Association, President Sigman considered that so far as the membership is concerned the Association is not in a very healthy condition; that in order to put into successful operation the proposed activities of that body, and to solve the problems that face the industry, or to even successfully carry on under the present status, it is absolutely necessary that a materially increased membership be secured. He likened the efforts of the Association to the "tail wagging the dog," in trying to achieve success. He called attention to the fact that the percentage of the entire cooperage industry who are members of the Association is very small.

Favors Revision of Membership Fees

"You will readily see," continued President Sigman, "how impossible it will be to further our program with the present basis of representation. The resignations for the year will exceed new members obtained. Most of these resignations I understand are due to our high minimum of dues. A number of the small producers feel that their business will not permit them paying even the minimum. We lost several on account of cutting out or quitting business, while others resigned giving as a reason that they felt they were not getting value received. The first and last instances you will agree are easily within our province to correct. Our dues should be revised to the point where even the smallest producer could enroll, and with the proper co-operation and energy manifested in furthering our program we would create interest to the point that all in the trade would want to join us. I have appointed a committee to revamp the dues of the Association, and no doubt this committee will submit a plan that can be acceptable to all, and at the same time return sufficient revenue for the carrying on of the work of the Association.

Complete Confidence is Essential to Success

"Confidence is one of the most essential elements in the business world of today. When we cast around and realize that we have in our membership men with brain and ability comparable with the best represented in other trade associations, who by their

individual and collective co-operative methods are able to promote and prosecute successfully programs necessary to the success of their organization and to the individual benefit of the members in the industry, we can but wonder if it is not the lack of complete confidence among ourselves that stands in the way of our progress. In one of the groups of this Association during the past four years there has been an attempt each month to obtain statistical reports from members of the group, of stocks produced and on hand, and due to the fact that no month has shown more than 25 per cent. of the members subscribing to this report, leads us to believe that it is a lack of confidence that has brought about the failure of the movement. With only a small percentage of the production represented in our membership and with only 25 per cent. of those reporting, the work so far has been almost valueless. There is no industry today able to successfully and intelligently operate without the aid of reliable production and consumption figures. Without comprehensive statistics, it is a case of going it blindly and is highly speculative. The Statistical Service of the Association could be made complete and very valuable, and would cost no more money than the partial and valueless reports now being made, except a few postage stamps necessary for additional members' blanks.

A Wooden Barrel Trade Extension Plan a Vital Need of Cooperage Industry

"To those of us who have given the matter serious thought, there remains no doubt in our minds but that one of the most vital projects to be worked out and put in operation, is a vigorous Trade Extension Campaign. It is imperative to do this in order to even hold our own in competition with the various assaults that are being made on the wooden barrel's business. To better the condition it is absolutely necessary to thoroughly sell ourselves the idea of extending our trade to new fields and at the same time hold on to the old. This can best be done through publicity and by specific contact, and the Association is the only factor in our industry through which this can be properly done. I most assuredly stand for this department in our organization.

Inspection Department a Valuable Adjunct to Association

"We all realize the importance of maintaining an efficient and well regulated Inspection Department. This is one of the keystones supporting the sound principles of the industry and which is necessary to be maintained as effective as possible in order to create and hold the respect and confidence so vital in organizations of this character.

Standardization and Simplified Practice Will Aid Industry

"While I know it is not 100 per cent popular, some of our members objecting for various reasons, I am convinced that a practical application of Standardization to the cooperage industry would prove very beneficial. This subject possibly more than any other in the industrial world has been considered and put into practice during the past ten years, and in most cases has been an economical success from the start. In the end, economy means dividends. We have a splendid committee at work to standardize tight cooperage and I look forward to receiving a really practical report.

Traffic Department Must Await Greater Demand for Such Service

"Since most of our larger shippers already have their own traffic department, or are members of some body that is able to handle their traffic problems for them, and due to the fact that such interstate matters pertaining to our industry are at present being ably handled by our secretary in connection with his other duties, I am of the opinion that due to the cost it would be unwise to create and maintain a special traffic department at this time.

Co-operation in Associational Activities Must Be Increased

"Finally, co-operation, or the lack of it, means the success or failure, for the purpose intended, in our Association. If we pay out good money to become members; if we use valuable time in attending its conventions and meetings; why would it not be good business to go just a little further, and by co-operating to the fullest, make our Association a complete success? Serious consideration will convince you of its importance."

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At the conclusion of President Sigman's address, Mr. Kahn requested further information with regard to the Traffic Department. He wanted to know if the consensus of opinion of those reporting to the questionnaire were in favor of continuing the Traffic Department.

President Sigman replied in the affirmative and stated that in a partial way the traffic work has been carried on by Secretary Hirt. He said that Mr. Hirt had handled various matters pertaining to traffic before the Interstate Commerce Commission in a very creditable manner, and that he would continue to function in the capacity of Traffic Manager in addition to his other duties until ways and means are provided for a complete traffic organization.

What Has Been Done Along Wooden Barrel Trade Extension Lines?

A very pertinent question was asked by Mr. Kahn when he said: "Might I ask what steps are contemplated by the Executive Committee for Wooden Barrel Trade Extension work? President Sigman replied that nothing had been attempted in the way of Trade Extension work. He informed Mr. Kahn that Wooden Barrel Trade Extension had not come up as a matter for discussion before the Executive Committee, and that he took that to mean that this very important work would be held in abeyance for the present. His idea is that the cooperage industry must first be taught how to work together before starting a Trade Extension campaign; that Simplified Practice or standardization must be acted upon, and that complete co-ordination and co-operation among members of the industry developed before attempting to put over a Wooden Barrel Trade Extension program.

He called attention to the fact that in the previous year some very hard work had been done along the lines of organizing Trade Extension, but that very little had been accomplished in the way of having the entire Association get behind the plan. President Sigman believes that until the idea of Wooden Barrel Trade Extension is completely "sold" to the membership, this work cannot be successfully started and carried on. Therefore, in his opinion it is better policy not to start a campaign, which is of so great importance to the cooperage industry, until the membership at large is thoroughly willing to support it fully, both financially and otherwise.

Discussion on Monthly Statistical Reports

George I. Nervig asked the chair as to the present status of the monthly statistical reports. He told the gathering that he was very much in favor of monthly reports, but in view of the statement made by President Sigman that the Association membership comprises only a small percentage of the industry there was a question in his mind as to just what value reports made by Association members would have in adequately arriving at the total amount of stock in the hands of all manufacturers.

Mr. Sigman replied that in his opinion Association membership was a controlling factor in the solving of all problems facing the cooperage industry; that a larger membership must be obtained if the Association is to meet and solve its problems. He called attention to the fact that in his questionnaire he commented on the membership situation, and he felt that some consideration should be given to the present dues of the Association, especially the minimum dues in order that it may be possible to bring within the Association the small stock producer and cooper.

"While I am on this subject," said President Sigman, "I would like to state that we have a report made by our Committee on Dues before the Executive Committee. It is within the province of the Committee on Dues to fix the dues, and they recommended that there be no change in the minimum. Possibly they are right."

To Secure Comprehensive Statistics is Proving a Difficult Task

As to statistics, that is, complete statistics, President Sigman felt that it would be really impossible to get comprehensive figures as to the volume of production and consumption from the small representation which now makes up the Association. Nevertheless, he thought that if it were possible to get 80 per cent. or 90 per cent. of the present Association membership to report each month such reports would be of value and would bring the industry much nearer to the goal of complete reports.

To President Sigman's way of thinking those who are now reporting each month should continue to report and work hard to have every member of the Association send in his report monthly.

Tight Stave Manufacturers to Compile Production Figures

Mr. Nancarrow stated that tight stave manufacturers are going to compile production figures for the Association covering the members who do report, and the non-members who heretofore have not reported. Mr. Nervig wanted to know, however, just how the Association is going to arrive at a conclusion as to whether there is an over-supply or an under-supply, even when they do receive the report of manufacturers of staves and heading.

Success or Failure of Statistical Service Up to Membership

The president felt that the success or failure of the statistical reports was entirely up to the membership of the cooperage industry. Cooperage and cooperage stock manufacturers should feel interested enough, in his opinion, in the success of the Statistical Department to furnish information as to possible demand and supply. "That is the business way to look at it, and I am in hopes that the coopers will co-operate along with the stave and heading manufacturers," said Mr. Sigman.

Geo. Nervig Advocates Appropriation for Statistical Survey

Mr. Nervig asked if the monthly reports could be made a matter of compulsion,—that in order to be a member of the Association in good standing, manufacturers would have to report. President Sigman replied that that angle of the problem was a new one, and had not been discussed. Mr. Nervig could not see how it was possible to secure worthwhile and valuable statistics unless the non-members of the Association would report along with members. He could not see how any consistent idea of production and consumption could be gained when only a very small percentage of the industry is reporting. President Sigman informed Mr. Nervig that the plan of obtaining statistics of tight staves was one that would practically include a survey every month of the entire tight stave industry whether the manufacturer is an Association member or non-member. Mr. Nervig replied that he did not believe such work could be done by a committee. He felt that an appropriation should be made for the purpose of having these reports or surveys compiled by an outside source, if necessary. He did not think that voluntary work would be very successful, and if complete statistics are of any interest or value to the Association, it should be worthwhile to spend sufficient money to secure comprehensive figures.

Mr. Kahn agreed with Mr. Nervig's idea and suggested that he repeat his remarks in the form of a motion so that if the present plan did not work out, the Tight Group could assume the obligation of financing the survey each month. He said that manufacturers are furnishing funds to the Association at present, and that the work should be carried on in a manner that would guarantee success. He informed the members present that the Slack Branch have their statistical service and that slack manufacturers contribute to that service almost 100 per cent., insofar as reports are concerned.

Confidence in Fellow Members Must Grow

In answer to President Sigman's query as to the cost of the service, Mr. Kahn replied that it is not costing the slack manufacturers one cent. Mr. Kahn further said that he could not understand why the same co-operation could not be had in the Tight Branch of the industry. He stated that the statistical service has been offered free to those reporting, and that those who did not report were required to pay a nominal charge. Mr. Kahn fully believes that it is a matter of co-operation. "There are many in the tight branch of the industry," he said, "who will not report unless everybody else does." He repeated the remarks he had made to the Tight Stave and Heading Group that he could not understand why a man should be afraid to report the number of staves he had on hand. In two weeks' time the amount reported would have changed very materially, either up or down, and there would not be any advantage to a stave man's competitor even if he did know what he had on hand at the time of reporting. Mr. Kahn made a statement at this point that is very true; and it is that there are no mysteries in business today; that if a manufacturer wants to know what one of his competitors is doing, or how much stock he has on hand, he can very easily find out even in the absence of statistical reports. "There must be more co-operation in our industry," said Mr. Kahn. "We seem to be about the only industry in this country that is not co-operating to the extent that it should. I know and I have said it before, that the men composing the Associated Cooperage Industries of America are as keen and as honorable businessmen as there are in the United States, but there seems to be something standing in the way of their either realizing the value of a statistical service, or of their accepting it, for they do realize the value of it, and considering all the efforts which have been put forth since I was president of the Association to compile comprehensive statistical reports, I am unable to understand why the present conditions exist. I don't say this in any critical sense at all. It is just a matter of wanting to know why, so it can be explained. If there is any good reason why the Statistical Service is a detriment to the industry rather than a benefit, then let's discontinue our efforts to secure the information. On the other hand, if, as I believe, comprehensive and complete statistical information will prove of incalculable value to our industry then let's get together, and co-operate so that our industry will know where it stands."

Question as to Value of Present Statistics

President Sigman asked Mr. Kahn if it was his belief that most of the members think that the present statistical report is valueless because of so few reporting.

Answering Mr. Sigman, Mr. Kahn expressed the belief that a statistical report is of value even though only a small percentage reports; that is, if those same members report each month. Such figures would at least give an indication of the trend of production and consumption, and would inform us as to whether the staves in the hands of the producers reporting were greater in value than those in the hands of consumers. As to the value of such reports in showing the consumption of cooperage stock, Mr. Kahn agreed that it would be difficult to arrive at any conclusion on this point until a period of twelve months had elapsed, then by comparison from year to year the reports would become more valuable. "This," he said, "is the experience of other industries, and would be the experience of the cooperage industry. It isn't a matter of consumption, it is a matter of production and stocks on hand. That is what we must learn if we are to protect ourselves, because if we meet in May and the price of staves happens to be $10.00 a thousand more, everybody will go back to their plants and produce more staves, and a year from now when we again meet staves will be worth about $10.00 a thousand less than they are today. That is the condition that will prevail unless we have statistical reports that are the result of real co-operation between members of this Association. I want to say in closing, that I think that the Statistical Service is the most valuable service that this Association can offer to its members, and I recommend that the membership take advantage of it 100 per cent."

Chicago Cooperage Fraternity Receives Rising Vote of Thanks for Entertainment Given Association Members

On motion by Mr. Kahn, the Convention gave a rising vote of thanks to George I. Nervig and his hard working committee of the Chicago cooperage fraternity for the wonderful entertainment that had been tendered the visiting members of the Association.

On motion, a telegram was sent to Matt Staudt expressing the sympathy of the Convention and best wishes for his speedy and permanent recovery from the automobile accident which he suffered just prior to the Convention. A telegram of sympathy was also sent to L. F. Horn, one of the officers of the Association, who had also suffered a painful accident.

On motion the Convention adjourned, subject to the call of the secretary for the Fourteenth Annual in May, 1929.

The Banquet

The rising vote of thanks tendered to the Entertainment Committee composed of members of the Chicago cooperage trade, with Geo. I. Nervig as chairman, was deserved in every way.

No effort was spared to give the visiting cooperage and cooperage stock men a roaring welcome. The banquet on the evening of November 14th was especially enjoyable. The viands served were of the best and the talent provided for the delectation of those present was of the highest order. From beginning to end there was always something doing, and when the festivities were over, there was nothing but the heartiest praise for those who were responsible for the pleasant occasion.

Chicago, as usual, set a record for good fellowship that will be hard to equal.

Personal Snap-Shots of the Convention

E. B. Holmes, president of the E. & B. Holmes Machinery Co., Buffalo, N. Y., was a familiar figure in the lobby of the Hotel Sherman during the meeting. "E. B." greeted the coopers by their first names, which he knows very well after all these years of doing business with them. R. J. Williamson, Chicago representative of the company, was also on hand.

Edward Schmidt, treasurer of the Elgin Butter Tub Co., Elgin, Ill., who was present early in the proceedings, paused to say that he has been a subscriber to THE NATIONAL COOPERS' JOURNAL for forty years. That sure is a long time, "Ed"; you seem just like a member of the family.

"Jim" Donaldson, of the Vail-Donaldson Co., St. Louis, Mo., did not show up until the second day, and when he did arrive, announced that he came on a railroad train. In that way he upset the prediction of J. W. Shirrell, inspector for the Association. Mr. Shirrell had predicted that "Jim" would come in an aeroplane.

"Steve" Jerry, of Stephen Jerry & Co., Inc., Brooklyn, N. Y., was among the eastern cooperage men present at the meeting. "Steve" had a good line of stories to tell his friends,—one especially, about a traffic policeman and an absent-minded motorist who handed out the card of a friend instead of his own when flagged down for a violation.

James B. Hall, of Lexington, Ky., was one of the stave men present who came to listen rather than to talk. He did say, however, that he is looking forward to better prices this winter. Over-production of staves in his section, he declares, will be regulated by the curtailment of timber operations as a result of the weather.

H. W. Biggs, tight stave manufacturer of Clarksville, Ark., was an active participant in all meetings affecting his branch. He said there is quite a lively demand for bourbon staves from the liquor interests of Canada. He is operating on a satisfactory basis at the present time.

S. N. Nelson, of Memphis, Tenn., declared in the lobby of the hotel that he was one of the old-timers of the crowd, and was immediately challenged from a dozen different directions. In the cooperage industry, it seems, you have to go away back in history if you wish to qualify for this distinction.

George Nervig, of the J. C. Pennoyer Co., always one of the hustlers at cooperage conventions, was on hand early and late. "George" was roasted over the "radio" at the banquet until his ears were red, or should have been.

G. A. Ziegler, of the Struthers-Ziegler Cooperage Co., Detroit, Mich., was on the scene to represent his company, and he did an excellent job along this line. No convention would be complete without "Gus".

G. I. Frazier, G. I. Frazier Co., Memphis, Tenn., arrived in a nice light suit and spread his cheerful disposition and witty comments around where they would do the most good. He takes an entirely optimistic view of the situation affecting all cooperage.

C. Fred Klee, of E. C. Atkins & Co., manufacturers of saws and knives, was much present and very busy throughout the meeting. He was reinforced and supported

by several other Atkins men from various points,—Roderick J. Cant, Lancaster, N. Y., K. W. Atkins, of Memphis, Tenn., D. B. Gibson, Memphis, and S. M. Perrigo, Chicago. Mr. Klee himself gives Indianapolis, the home office, as his base of operations.

K. W. Jacobs, Sr., of the K. W. Jacobs Cooperage Co., Milwaukee, Wis., and his three sons, Roy M., Burleigh and "Ken", came down from the Cream City for the meeting. "Three boys, and every one of them bigger than I am," said K. W., Sr. But he did not seem sore about it. In Chicago, a man needs a competent body-guard.

The Association's display of cooperage stock, finished barrels, and machinery made a most attractive exhibit in the main lobby of the Sherman. The machinery exhibit was furnished by the John S. Oram Co., Cleveland, O., and the E. & B. Holmes Machinery Co., Buffalo, N. Y., as well as other well-known machinery and supply firms in the industry. The Hotel Sherman management dug up a couple of Kleig lights, which played a bright radiance upon the display, and assisted in directing the attention of visitors and hotel guests to cooperage stock and finished barrels "as it should be."

Carl F. Meyer, of the St. Louis Cooperage Co., St. Louis, Mo., was quite a prominent figure at the various meetings, and around the lobby of the hotel where the cooperage men talked things over and transacted business. "We are engaged in the manufacture of a quality product," said Mr. Meyer, "and by hard work have succeeded in getting a reputation for quality. We intend to keep working along this line, since we find that it pays."

The Sharon Steel Hoop Co., Sharon, Pa., was represented by three well-known men, who came from their various posts of activity to be present at the meeting. They were A. S. Booth, of Sharon, Pa., S. E. Anning, Cincinnati, O., and R. C. Garlick, Chicago.

Charlie Hirt, secretary of the Association, arrived on hand the day before the meeting and did not leave until a day after the big show was over. He was, of course, exceedingly busy throughout the proceedings, but conducted everything with a calm good nature and a high efficiency at all times. All committee, group and general meetings were well paged in the lobby, half an hour in advance.

O. T. Steudle, the main works of the Mill Shoals Cooperage Co., St. Louis, Mo., was a prominent member of the strong delegation which came up from the Mound City. "O. T." found a great deal of satisfaction in shaking hands with his many friends in the industry from all over the country, but he did not let this interfere with his attendance at the various meetings, or with the good, solid work which he contributed to the general success of the get-together.

"Uncle Newt" Calcutt, of the N. W. Calcutt Co., Dyersburg, Tenn., is another popular member who came to the big meeting to see what he could do to help things along. He was, as usual, in the thick of all debates, and when he speaks he certainly knows what he is talking about. His knowledge of making staves is founded on good, hard facts, gained in the actual work of getting them out.

Leo Henhoeffer, Canada Barrels & Kegs, Ltd., Waterloo, Ont., came down to Chicago, thus giving the affair an international character and flavor. Conditions in the trade in the Dominion are quite active, and likely to show improvement as the winter progresses.

W. H. Keim, of the John S. Oram Co., Cleveland, O., was one of the popular machinery men on the job. He is known to about everyone in the trade, and spent a great deal of time talking with them about this and that around the lobby of the hotel.

J. D. Schmerein came down from Menasha, Wis., to represent the Menasha Wooden Ware Co., at the meeting. He was one of a substantial delegation which attended the convention from the big and prosperous State on the north.

George Talamo, of the E. & B. Holmes Machinery Co., Buffalo, N. Y., was one of the most active men around the hotel. "George" had a lot of talking and hand-shaking to do with his many friends among the cooperage and cooperage stock manufacturers present.

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SAVE WITH SAFETY
THIRTY-THREE YEARS SERVING
COOPERAGE TRADE

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1—20" B. D. Whitney drum saw
1—Ditto with self-feed attachment
1—Gerlach double wheel jointer
1—Gerlach single wheel jointer
1—24" B. D. Whitney drum saw
1—24" Gerlach drum saw
1—32" Widdowson foot power stave jointer
1—48" Greenwood foot power stave jointer
1—Trevor stave bolt equalizer
4—Rebuilt Steam Engines, 55-60-75-85 HP
1—Greenwood 36" stave cutter
1—Steam Log unloading outfit
1—Greenwood 50" Pendulous heading saw
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1—Greenwood 60" heading jointer
1—Greenwood heading baling press, power drive
1—Trevor heading baling press, hand power
1—Greenwood 18" heading planer
1—Rochester 24" heading planer
1—Trevor 24" heading planer
1—Gerlach chain feed single stave planer
1—Holmes No. 2 double stave planer
1—Rochester No. 4 heading turner
1—Trevor heading turner
3—New Noble No. 1 barrel heaters
1—Clough & Witt slack barrel crozer
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1—Set Holmes Slack Barrel Machines
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Truss Hoops—all sizes—Prices on application.

All kinds tight barrel, tight stave, tight heading, rosin barrel machines. If you don't see what you want, write us anyway.

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One Trevor heading jointer.
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All in A-1 condition and for sale cheap.
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1—No. 138 Holmes Bilge Hoop Puller
1—Grotnes Keg Lathe
2—No. 16½ Holmes Sanders
2—No. 75 Holmes Hoopers
2—No. 34½ Holmes Riveters
1—Glader Automatic Coil Punch Machine with Coiler Attachment
3—Glader Hoop Expanders
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16—Keg Steamers, cast iron bottom plates with sheet iron hoods and sheaves.
30—Gas fires
Steel Truss Hoops for Kegs.
All machines equipped to manufacture 5-, 10-, 15-, 16-, and 17½-gallon kegs.
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WANTED—Position as a working foreman in a slack barrel machine shop. Good references. Address "Foreman," care of "The National Coopers' Journal," Philadelphia, Pa.

BUSINESS OPPORTUNITIES

WE want all manufacturers of slack cooperage stock to write us for information that will make their business more profitable. Also write us what one thing in your opinion would most benefit your business.
THE SLACK COOPERAGE EXCHANGE
Box 14, Sheppards, Virginia

Wooden Barrel Manufacturers' and Dealers' Directory

CANTON BARREL COMPANY, Canton, Ohio. — Dealers and brokers in Wooden Barrels of all descriptions, Tight and Slack.

H. METZGER'S SONS, 11-15 Eighteenth St., Richmond, Va.—New and Second-Hand Barrels, Kegs and Hogsheads of all kinds.

EMPIRE BARREL CO., 1925 Clinton St., Detroit, Mich.—Second-Hand Barrels of all descriptions. Lard Tubs and Nail Kegs.

J. S. JONES COOPERAGE, 12 N. 19th St., Richmond, Va.—Dealer in Used Tight and Slack Barrels of all kinds.

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AMERICAN COOPERAGE CO., INC., Maurer, N. J.—Manufacturer of New Tight Barrels made of oak, fir and gum stock.

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AND
LET THE CONSUMERS KNOW
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AMERICAN COOPERAGE CO., INC., Maurer, N. J.—Dealers in Second-Hand and Recoopered Tight Barrels.

WOLVERINE BARREL AND BAG CO., 624 Watson St., Grand Rapids, Mich.—Recoopered Tight Barrels for all uses. New Slack Barrels for Apples, Lettuce, etc.

JOHN PAXTON & CO., 5435 Cosgrain St., Montreal, Canada.—Manufacturers of and dealers in Flour, Sugar and Apple Barrels. Fir Pork Barrels, 100 lbs. and 200 lbs.

HOUSTON COOPERAGE AND TUB CO., Box 546, Houston, Texas.—New Tight Barrels from 5 gal. to 55 gal. New Slack Barrels of all kinds. Second-Hand Barrels. Ice cream Tubs all sizes.

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Founded 1850 (NEW YORK AND PHILADELPHIA) Incorporated 1900
We are large buyers of Slack Cooperage
Stock of all kinds and we want your prices
N. & H. O'DONNELL COOPERAGE CO.
BARREL MANUFACTURERS
Moore St., Water to Swanson St. *PHILADELPHIA, PA.*

HICKSON-ROGERS MANUFACTURING CO.
MANUFACTURERS OF
Dowel Pins *Club Turned Oak and*
Tight Barrel Staves *Hickory Spokes*
[WE ARE READY TO HANDLE YOUR ORDERS IN ANY QUANTITIES. STOCK AND SERVICE A-1. WRITE US]
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Manufacturers of HIGH GRADE
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Offer us that stock on your yard
Cable Address: "Stavewood Liverpool"

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STAVES AND HEADING
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Write for prices and samples
THE GEO. W. STANLEY CO. - Belleville, Ill.

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Hot and Cold Rolled Steel Hoops
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WE INVITE YOUR INQUIRY FOR C. I. F. PRICES
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We carry new Cooperage from 5 to 50-gallon on hand at all times for local or carload shipments. Ready to fill barrels for all requirements
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Manufacturers of
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FREIGHT RATES TO
St. Louis, 13c
Louisville, 20.5c
Chicago, 16c
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Kansas City, 24.5c
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Have you anything to sell, or want to buy or exchange anything?
TRY OUR SPECIAL "AD" DEPARTMENT
It is our business to get buyers and sellers together and we can do it. It is your business to turn unused or idle machinery and tools, etc., into money and you can do it. Cost is small. Returns are large.
THE NATIONAL COOPERS' JOURNAL, Philadelphia

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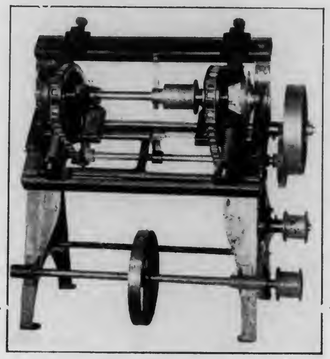
Stave Chamfering, Crozing and Equalizing Machine
DURABLE ECONOMICAL

Capacity 12000 Staves Daily—PRICE $350
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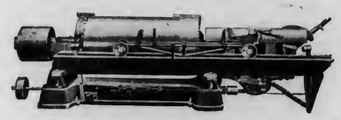
SAWYERS LIKE THIS ONE
The operator does not have to pull the staves out; they glide from the machine on a Goodyear endless rubber belt. The Hyatt roller bearings make it easier to push the carriage and the sawyer gets more and better staves with less work. The personal profit and satisfaction of the sawyer governs to a large extent the success of the mill.

26" x 53" SPECIAL STAVE SAWING MACHINE
SAWS STAVES ON 26" CIRCLE
FROM 20" TO 42" LONG
THE GERLACH COMPANY
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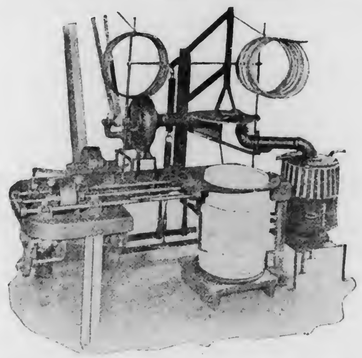
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"Perfection" Heading-up Machine
for heading-up and hooping off all classes of slack cooperage. Repeat orders and the successful operation of every machine sold in various parts of the country, is our history to date.
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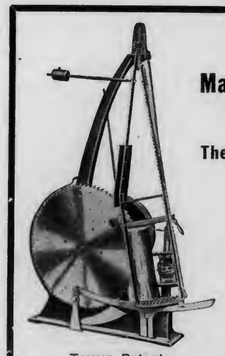
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NEW "TREVOR"
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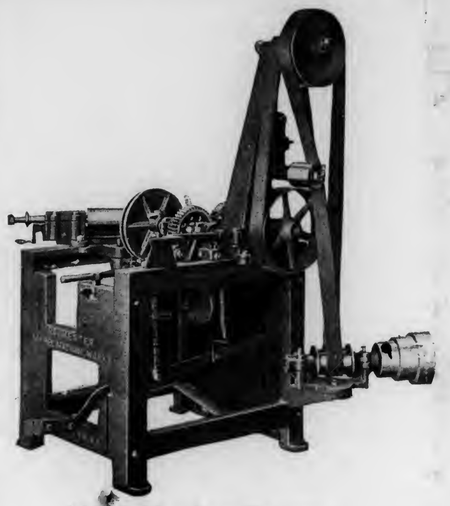

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This Turner is designed for Circling Slack Keg Heading, Barrel Heading and Square Edge Covers.

We manufacture a full line of Slack Stave and Heading Machinery.

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A new design machine of extremely strong and rigid construction especially adapted for cutting hardwood staves. Write for particulars

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The National Coopers' Journal

Vol. 44, No. 9 — Philadelphia — January, 1929

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A "NOBLE" HOOP NAPOLEON, OHIO

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YOUR PRODUCT IS NO BETTER THAN THE BARREL.
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STAVES AND COILED ELM HOOPS

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A "NOBLE" STAVE CANALOU, MO.

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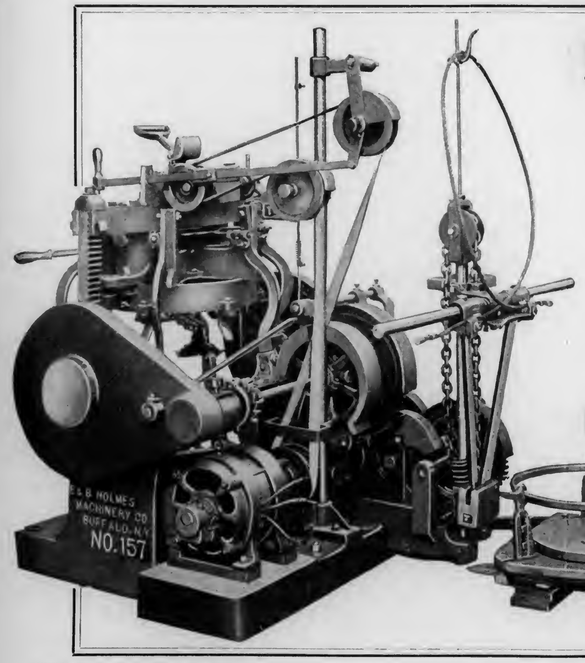

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We ship { 50,000,000 / Fifty Million } per year
to the best trade making the best barrels.

QUALITY HOOPS

MILLS: { J. M. Peel & Brother - - - Lake Village, Ark. / Queen City Hoop Co. - - Greenville, Miss. / Vicksburg Cooperage Co. - - Vicksburg, Miss. }

Also STAVES—HEADING—HEAD LINERS—WIRE HOOPS

"Our Stock is better in the Barrel than on paper"

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STRUTHERS-ZIEGLER COOPERAGE CO.

412 Curtis Bldg., Cor. Hamilton and West Grand Blvd., Detroit, Mich.

Why?—

Why send your saws a thousand miles to be resteeled when we can do it in the South at a large saving?

We make new drums and resteel old drums fitting any machine

THIRTY YEARS' EXPERIENCE

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All Work Guaranteed *Write Us for Prices*

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New Slack Barrels for all dry materials, chemicals, sugar, etc.

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All Classes Kiln-Dried and Jointed Tight Barrel Staves

White Oak Red Oak Gum and Ash

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HIGHEST QUALITY

TIGHT BARREL STAVES

Tight Sap White Oak Oils, Red Oak Oils, Regular Wines, etc., K. D. J. & B.

—Also Cut-Offs—

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MANUFACTURERS

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ALL SIZES 8" to 24"

QUALITY HEADS ARE BEST

SCIENTIFICALLY MADE FROM SOUTHERN PINE

HEADS - HOOPS - STAVES

C. E. MURRAY

DECHERD - TENNESSEE

WARRIOR HEADS

means PINE HEADING properly made from Southern Pine by men who know how

Powell Cooperage Co.

Cooperage Stock

MEMPHIS :: TENNESSEE

Any size Heading from 12 inches to 24 inches

PENSACOLA COOPERAGE CO.

Manufacturers

BARRELS, SHOOKS, STAVES, HEADING

Export and Domestic

DEPENDABLE PRODUCTS ARE WHAT WE MAKE
DEPENDABLE PRODUCTS ARE WHAT WE SELL

Pensacola DE SOTO AND TARRAGONA STS. FLORIDA

IF IT COMES FROM

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YOU KNOW IT'S RIGHT

When it comes to coopers' tools and supplies "Hynson" stands second to none. We manufacture our products and are always stocked to handle orders promptly and satisfactorily. There is nothing the barrel maker needs that we can not supply. Place your orders with us now.

Largest Exclusive Coopers' Tool Supply House in the World

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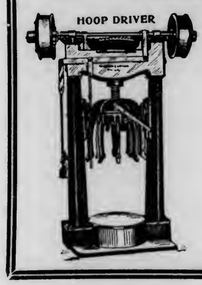

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Builders . . of . . **Hoop Driving, Barrel Washing and Bung Hole Boring Machines**

SPECIAL MACHINES BUILT TO ORDER

In building our machines we seek to gain the highest efficiency in every way, and users of our make will find this our guarantee, which always holds good.

LET US KNOW YOUR REQUIREMENTS

Westmoreland and Jasper Sts., Philadelphia, Pa.

BARREL WASHING MACHINE

1884 **Our 45th Anniversary** 1929

Good Value
Good Will

Good Wooden Barrels

The Best—After All

National Cooperage and Woodenware Co.
Peoria, Ill.

Since
1884

WON BY A HEAD

That's the story of the race for many a big barrel order.

Good heads are as equally essential to the making of wooden barrels as staves and hoops.

H&D heads are good heads and will win the business. With H&D heads you have a guarantee of "Quality--Service--Workmanship."

Let us tell you more about them. There are no better heads made.

HUDSON & DUGGER COMPANY
Memphis, Tennessee

SLACK

STAVES BARRELS
HOOPS CASKS
HEADING KEGS

Fifty years of Quality production is the foundation upon which our leadership in the trade is based. Our equipment, technical knowledge and experience are placed at your disposal.

Enormous Factory Capacity
Huge Timber Holdings
Central Warehouse Stocks
Cars Straight, Matched or Mixed

Greif Bros. Cooperage Company
CLEVELAND, OHIO

RETURN OF PROSPERITY TO COOPERAGE INDUSTRY SCHEDULED FOR 1929

Present Business Considerably Better —1929 Looks Very Good

MEMPHIS, TENN., December 19, 1928.
Editor, THE JOURNAL:

We are pleased to advise you that at the present our business is considerably better than it has been at any time during this year, and the prospects for the early part of the coming year look very good to us at this time. We have been getting in numerous orders at advance prices, and it looks as if prices will even be better in 1929. Stocks in the hands of the heading manufacturers are smaller than they have ever been at this time of the year, and with the bad weather on us it is not likely that there will be very much production until next summer. While we know that there is quite a shortage in the cooperage stocks we do not believe that prices should be advanced too high, as this would allow substitutes for wooden barrels to cut into our business and invariably when they get some of the wooden barrel business they seem to be able to retain at least a portion of it.

Every indication points to the fact that the year of 1929 will be a very good season from a business standpoint, and we are very hopeful that this will be particularly the case for the cooperage industry.

Yours very truly,
HUDSON & DUGGER COMPANY,
Galvin Hudson, *President*.

Present Business Much More Satisfactory Than for Past Three Months— Stave Prices Are Better

SAINT LOUIS, December 20, 1928.
Editor, THE JOURNAL:

We find business much more satisfactory than it was thirty or sixty days ago, so far as orders are concerned, as staves of practically all grades are bringing better prices. However, the present market is still below the actual cost of production, and there would have to be a substantial advance before mills can operate profitably, especially if they are required to pay the present market price for logs.

In this connection, would like to add that logging conditions during the past thirty days have not been favorable on account of the heavy rains throughout the South, and we do not think the mills generally have much of a supply on hand, which would naturally indicate that the production during the next few months will be extremely light. It is our impression that shipments have exceeded production considerably during the past few weeks, and that the supply of stock on hand at the mills is smaller than for some time past. We know this is true in our case, and we believe that many other manufacturers are in the same condition.

Yours very truly,
THE GIDEON-ANDERSON COMPANY,
C. F. Buchele.

Present Business in Tight Stock Very Fair With Marked Upward Tendency in Prices

MEMPHIS, TENN., December 18, 1928.
Editor, THE JOURNAL:

At present business with us in tight barrel cooperage stock is very fair with a marked tendency toward an up-turn in prices.

The market during the last eighteen months, particularly, has been such that a great many mills have not been able to survive the strain and have closed down in numerous cases and entered other lines of business. Those mills still operating and endeavoring to hold things together for a better day are doing so on a very limited production, so that right now the surplus which existed in the spring and summer months has been completely absorbed, and with a fair demand for barrels, which we feel is bound to come early in 1929, better prices should prevail all the way round, putting tight barrel cooperage as a whole on a much more satisfactory plane.

We do not expect any run-away market, in fact do not believe in a condition of that kind, but we do expect a good satisfactory business during 1929.

Cordially,
G. I. FRAZIER COMPANY,
G. I. Frazier, *President*.

General Business Conditions are Sound —Looks With Confidence to New Year

DETROIT, MICH., December 21, 1928.
Editor, THE JOURNAL:

The year 1928, so far as the slack cooperage industry is concerned, will be long remembered as one filled with uncertainties except for the inadequate and in many instances total lack of profit. Fortunately, however, the outlook for the coming year is more encouraging.

The slack cooperage industry is no different from others, and its problems are similar to those of other lines except that we are seemingly unable to develop foreign markets for the consumption of our surplus production as do producers of other commodities.

Prices have been and still are too low, considering producing costs. Producing costs have been, under the stress of business experienced this year, reduced to the minimum. Wages paid to labor at the mills are notoriously low. Timber costs cannot be reduced; in fact some mills are obliged to pay more for timber now than earlier in the year. For instance, Southern hoop manufacturers are obliged to pay $4.00 to $5.00 per thousand feet more for elm logs than during the summer, due to the fact that there is an unprecedented demand at present from certain furniture manufacturers and particularly from the automobile body makers who are large users of elm lumber.

It is very doubtful if the coopers who have practically all year purchased their supply of hoops, staves and heading at or below cost of production have profited thereby, as we find in many instances where they have carried on ruthless competition with each other, using these low prices in their price warfare, that their own profits have not been increased one iota. It is self-evident that no industry can long continue to serve satisfactorily its clientele unless supported to the extent of receiving a reasonable return for its investment and expenditure of time and energy. The time will surely come when the well established and reputable producers of slack barrel material will receive for their good product a better return than has been the case this year. Happily this is in prospect and we look with confidence to the new year.

General business conditions are sound. Trade is expanding and optimism and confidence are expressed in practically every section.

Yours very truly,
STRUTHERS-ZIEGLER COOPERAGE COMPANY,
G. A. Ziegler.

Are Expecting Much Better Business During 1929—Present Business Very Satisfactory

NEW ORLEANS, December 19, 1928.
Editor, THE JOURNAL:

We are expecting unusually good business for the first quarter of 1929 which may continue until the middle of the year. Our present business is very satisfactory with an increased demand for both export and domestic stock. The increased shipping of export oil in barrels has helped the red oak situation materially, and we look to see the wine grade material show a neat advance in prices within the next sixty days. Movement in gum has been rather disappointing and will probably remain so for some time.

We are expecting much better business for the coming year.

Yours very truly,
NEW ORLEANS TRADING CO., INC.,
Geo. T. McCall, *President*.

All Indications Point to a Very Satisfactory New Year

MEMPHIS, TENN., December 20, 1928.

Editor, THE JOURNAL:

Business has been highly satisfactory from a standpoint of shipments but prices are still a bit too low, although somewhat higher than they have been for the past six months.

At the present time we are experiencing a little lull in inquiries, presumably due to the usual slackening off during the holiday period. All indications point to a very satisfactory year in 1929.

Wishing THE JOURNAL a prosperous New Year, we are,

Yours very truly,
BOONE COOPERAGE COMPANY, INC.,
L. D. Boone.

Cooperage Industry Should Now Settle Down to Good Steady Business

DETROIT, MICH., December 19, 1928.

Editor, THE JOURNAL:

We look forward to 1929 to bring the cooperage business more joy and prosperity and happiness than the year of 1928 which we are now bringing to a close. It would seem that the cooperage industry has about gone through with its adjustments and changes and should now settle down to a good steady business. The most notable feature in the changes that have taken place in the cooperage industry is that the consumers, from the very largest to the smallest, are insisting on the best quality of staves, heading and hoops. Consequently the manufacturers who are attempting to put out stock that is just a little bit below what it should be are gradually putting themselves out of business, and every car of such material that is sent out is hurting the barrel business more and more.

Our competitors are specializing in quality packages, talking quality at all times and the cooper in order to get rid of his barrels must do likewise, and in order for him to do this it is necessary for the manufacturers to furnish high class material, not spasmodically but regularly through the entire year.

So far as the volume of business is concerned no one will deny that volume of consumption has decreased during the past five years for various reasons well known to all of us, but as we see it the beginning of a new era in the cooperage business which will bring back to some extent a volume that will be satisfactory to all of us is based on production and shipment of the very best quality of staves, heading and hoops.

Our competitors have cut in on the barrel business in all sections and in all lines of trade in 1928. The great apple producing sections of New York State where the barrel has been the only standard package for many years were threatened with the substitute container. In other sections notably in the Southeast where this same condition prevailed several years ago we now look with encouragement to the fact that the barrel is being preferred to other packages. Each and every one in the cooperage business whether a manufacturer, consumer or jobber owes to himself and to his friends in the business the obligation of endeavoring to protect the use of the slack barrel. A good deal of work can be done by each individual along this line and one of the best ways of helping is for all of our friends who are now outside of the Associated Cooperage Industries of America to put aside their prejudices and join this association through which much good work can be accomplished.

I wish to personally extend to THE NATIONAL COOPERS' JOURNAL and its editorial staff congratulations for the effort they are making to promote the use of the wooden barrel and we wish you every success in 1929 in carrying out your work.

Yours very truly,
HENRY WINEMAN, JR.,
Frank M. Scherer, *Gen'l Mgr.*

Though 1928 Could Have Treated Slack Trade Better, Ledgers Will Show Balance on Right Side

NEW YORK, December 18, 1928.

Editor, THE JOURNAL:

The year 1928 has, like many previous years, been good to us at times and at other times, "not so good." Those of us who are interested in the slack cooperage business started the year by shipping considerable material for potato barrels. Prospects were good and prices were fair, but right in the middle of the potato season when we expected to have more or less of a cooperage rush, the business dropped off to nothing because the potatoes were bringing a price which did not enable the farmer to get back his original investment. This not only had a curtailing effect upon the amount of material used, but it seriously handicapped the barrel maker in paying for the stock that he had put into barrels—that was one of the times when conditions were "not so good."

In the fruit end of the business there has been a decided diversity of demand. In some sections where a fair crop was predicted, the crop turned out small and with a small crop, small packages such as baskets and boxes make tremendous inroads in the number of barrels used. There were other sections where only a fair crop was predicted, but conditions were favorable and a large crop was matured. In those sections the barrel demand was heavy and there were enough sections of that kind to pretty well clean out all of the fruit barrel staves that were made for the season's business; hence, as we consider the coming fruit crop with the wants of the apple barrel maker for the winter and spring, we are considering it based upon a new cut of staves rather than upon cleaning up what was left over from the past year. At the beginning of 1928 many apple barrel staves were on hand from 1927 which had to be marketed before anything could be done with the new supply. This fixed a low starting price and had its effect upon apple barrel stave prices for some time during the early part of the season. The fact that we have no old supply to clean up this year makes the starting of 1929 look brighter than that of 1928.

In promiscuous lines there is a fairly good demand for cooperage. Packing barrels of different varieties are being constantly made and material for those barrels regularly ordered. In fact, there is a sufficient demand along these lines to consume the material about as fast as it is made.

On the whole, while we would have preferred 1928 treating us better than it did, still it is quite probable that those of us interested in the slack cooperage business will be able to close our books with the balance on the right side of the ledger. This prospect will go a great way toward brightening the probability of "A Happy New Year."

Yours very truly,
C. M. VAN AKEN COOPERAGE CO.,
C. M. Van Aken, *President.*

Feeling of Optimism Prevails for 1929 —Cooperage Trade Will Share in General Prosperity

MEMPHIS, TENN., December 19, 1928.

Editor, THE JOURNAL:

The cooperage business for 1928 was probably more satisfactory than for several years previous, but the volume has not increased to any great extent, and we may safely say that last year was an average year.

There is a general feeling of optimism for 1929. The country has great confidence in Mr. Hoover and believes that he will continue the operations of the government along conservative lines, just as Mr. Coolidge has operated it. There will be an increased exchange of commodities with other countries, which will give our industries a larger volume.

It is generally believed that the government will continue the program of the Department of Commerce, which Mr. Hoover inaugurated, and that there will be a further improvement in the condition of our industrial life.

The farm situation will receive every consideration possible, and if there is any way to put the farmer on a better basis than he has been, this will be done. This, however, is the most difficult problem confronting not only the United States but the world.

With general prosperity, the cooperage business will, naturally, receive its share, but manufacturers must be cautioned against expecting any great increase in volume and that if any effort is made by any considerable number of manufacturers, to increase volume by taking business which has heretofore gone to others, the only result will be a further decrease in prices and a curtailment of the small amount of

prosperity which is now prevalent in the cooperage business.

What I have said about the cooperage business is more or less true of the woodworking industry.

Wishing THE JOURNAL success, I am,

Very truly yours,
CHICKASAW WOOD PRODUCTS CO.,
Walker L. Wellford, *President.*

Stock Supplies Are Light—Fruit Growers Look for Big 1929 Apple Crop

CHATHAM, ONT., December 26, 1928.

Editor, THE JOURNAL:

The year 1929 will soon be here and a great many are looking for an improvement in business. During the year 1928 there was a fair demand for all lines of slack barrel cooperage, except for apple barrels. For some years the apples have been a very light crop, and not only have the manufacturers been carrying large apple barrel stocks, but the coopers as well. The last two years the coopers have been very careful in their buying and nearly all have been able to reduce their stocks, and today very little stock is carried except by the manufacturers.

Fruit growers report the trees in splendid condition and are looking for a big crop in 1929, and should it turn out as is expected, the demand should soon use up the present stocks held by the manufacturers.

The demand for salt, sugar and flour barrel material does not vary as the apple barrel material does. However, these stocks are also light, and with the bad weather prevailing in the South for manufacturing, and the mills in the North closed down until spring, we should see prices quite firm the early part of the new year.

Yours very truly,
THE SUTHERLAND-INNES CO., LTD.,
W. M. Fleming, *Sec'y-Treas.*

Optimistic As To 1929—Bushel Tub Barrel Will Aid Slack Cooperage Trade

ST. LOUIS, MO., December 27, 1928.

Editor, THE JOURNAL:

In asking how we feel about 1929 prospects for the slack cooperage trade, will reply by stating that we feel most optimistic. There has been a depression for the past year and a half, but gradually this, that, and the other thing has been eliminated until at the present time production and consumption are more nearly equal. This I believe will make market conditions such that producers of slack cooperage can operate without a loss, something they have not been able to do for the last year or more. At the present time there is very nearly a shortage of No. 1 staves, due principally to weather conditions stopping timber operations in the woods, with the result that the supply of timber is anything but heavy.

The slack industry has made a step forward this year in the development of the bushel tub barrel. This package is practical, more economical, and has greater strength than competitive containers. It gives the apple packer a large face for displaying his apples. The dimensions of the package are as follows: Outside measurement of height 15", inside measurements between heads 13", bottom head 13", and top head 16". This is a package that will enable the cold storage houses to make a reduced rate for storing, the steamship companies will take them as carriers, and as a whole it is quite a step forward.

Yours very truly,
VOLL COOPERAGE COMPANY,
E. P. Voll, *President.*

Cooperage Industry May Look Forward to a Greatly Bettered Business During 1929

ST. LOUIS, December 27, 1928.

Editor, THE JOURNAL:

Owing to the uncertain business conditions prevailing during the greater part of 1928, which affected practically all industries, the cooperage trade as a whole was of a rather sluggish nature. However, the steady improvement in the commercial field during the past few months has created a feeling of optimism as to the domestic and foreign trade outlook for the new year, and we may well look forward to a betterment in business conditions and increased activity in the cooperage industry during 1929.

With all signs pointing favorably toward a steady revival of trade in the various industries throughout the country, which will bring about an increased demand for wooden barrels, there is every indication that a year of prosperity is on the way for the cooperage industry.

Yours very truly,
C. G. HIRT,
Secretary and Treasurer,
The Associated Cooperage Industries of America.

Outlook for 1929 Much More Favorable Than That of 1928

CHICAGO, December 17, 1928.

Editor, THE JOURNAL:

We feel that the outlook for business for next year is considerably better than for the past year.

We feel that the surplus on hand will be shortly worked up, making for a more healthy and active demand.

Cordially yours,
OZARK STAVE COMPANY,
H. KATZ.

Cooperage Flag Business Has Excellent Prospects

SAVANNAH, N. Y., December 20, 1928.

Editor, THE JOURNAL:

As to business in the cooperage flag line, the demand has consumed most of the 1927 crop.

This year's crop is an excellent grade and will be cured for shipment about the first of May. We wish THE JOURNAL a successful and prosperous New Year.

Yours very truly,
RAY A. RUSSELL.

Stocking Up for 1929

BLOXOM, VA., December 17, 1928.

Editor, THE JOURNAL:

When potatoes were cheap during the summer it looked as though the cost would not be collected for barrels during the year, but will state that we have done better than cost. We are filling up our shops with good stock for the 1929 season and at prices about in line with other years at the same period. Our farmers will reduce their white potato crop, it is thought, and increase some other crop to take the place of white potatoes or plant some new crop, thus diversifying more, which we believe is safer.

Respectfully yours,
LITTLETON BARREL CO.,
H. A. Littleton.

If Forecasts are to be Believed, 1929 Will Prove the Best Business Year Since the War

BELLEVILLE, ILL., December 19, 1928.

Editor, THE JOURNAL:

What we have to say regarding business during the year 1928 is that our good friends bought about the same volume of goods from us as they did in 1927.

If we are to believe all the promises made by the politicians during the campaign just closed we should have in 1929 the best business year since the war.

As much of our trade depends on weather conditions we are never governed by forecasts and take things as they come.

Yours truly,
THE GEO. W. STANLEY CO.

Cooperage Conditions in Great Britain Remain Healthy at Close of Old Year

LIVERPOOL, ENGLAND, December 15, 1928.

Editor, THE JOURNAL:

We are pleased to report that conditions remain healthy throughout the cooperage trade here. All coopers are being kept busy right up to the end of the year, in both tight and slack lines.

Already heavy inquiries are coming in to the importers here for substitutes for American staves owing to the advance in prices in the United States of America.

Faithfully yours,
TINKLER & WEBSTER, LTD.,
J. C. Tinkler.

1928 Wondrously Prosperous—1929 Promises to be Successful Year

BIRMINGHAM, ALA., December 18, 1928.

Editor, THE JOURNAL:

We have had a wonderfully prosperous year during 1928 and the outlook is so good that we feel sure already of success in 1929. We have orders and work now in the shop that insure us a good start on next year's business.

Yours very truly,
THE SOUTHERN STAVE SAW AND MACHINE CO.,
A. W. Hofsted.

THE NATIONAL COOPERS' JOURNAL
DEVOTED TO THE COOPERAGE INDUSTRY

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ASSOCIATED COOPERAGE INDUSTRIES

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M. E. DOANE
EDITOR

J. A. MURPHY
BUSINESS MANAGER

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CORRESPONDENCE

The columns of THE NATIONAL COOPERS' JOURNAL are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

A New Year Formula

GOOD-WILL
PLUS
CO-OPERATION
EQUALS
TRADE SUCCESS
AND
BUSINESS
PROSPERITY

Encouraging Trade Conditions Face Cooperage Industry at Start of 1929. Good Management Will Insure a Profitable Year.

FROM all indications it looks as if the wheel of business has finally revolved favorably to the cooperage industry. Apparently the little ball that has been constantly stopping on the red of business has passed on and dropped into the pocket of increased volume for the cooperage trade. Manufacturers of cooperage and cooperage stock who have written trade forecast letters for THE JOURNAL'S Annual Number are almost unanimous in their belief that 1929 will see a considerable betterment for the industry, with regard to a greater consumption of wooden barrels and increased profits.

As THE JOURNAL views the situation the excellent conditions which general business will apparently enjoy during the coming months will have a very salutary effect upon the cooperage trade, but the amount of good that the industry will secure from these prosperous conditions is dependent upon the action of members of the cooperage trade in the operation of their individual business.

To a greater extent than ever before is good management necessary among cooperage and cooperage stock manufacturers. Good management is being stressed by every industry whether large or small, by economists, bankers and every industrial expert. There is no doubt but that the competition during the coming year will be just as keen, if not keener, than during the past year, for with the return of profitable times will come the desire on the part of everyone to secure their fullest share, and it is the individual businesses and the industries that place their houses in order that will be able to show a vast increase in profits when the year 1930 puts in its appearance.

That THE JOURNAL is within the realm of truth when it says that in many instances good management has been conspicuous by its absence in a great number of cooperage plants will, we believe, be fully conceded. Costs many times have been forgotten in the endeavor to secure the order, manufacturing facilities have been permitted to become obsolete, or reduced in efficiency to such a point that waste has eaten up all possible profits from the business.

Then again the cooperage industry must look to its sales methods in order that the selling of cooperage and cooperage stock may be done on a profitable basis. Volume is not everything where profits are concerned. Orders taken at cost, or less than cost, are not conducive to an increase in the general good of the industry. There is necessary a re-arrangement of selling schedules in proportion to the cost of manufacture, yet this very proposition of selling price holds a danger if not kept under control. It is an established fact well known to all that during the past few years very little return has been received by cooperage and cooperage stock manufacturers from their activities, but it would be just as dangerous to the welfare of the trade to boost the present favorable market to a point where competition could come in, underbid the barrel, and secure the business of the consumer.

There is no doubt but that every one in the trade realizes this need for keeping his eye on the price indicator, but in the midst of a good business year, it is, at times, forgotten, with the resultant effect upon the use of the wooden barrel. As Galvin Hudson of Hudson & Dugger so well puts it in his trade letter to THE JOURNAL in this issue, the price of cooperage must not be too high during 1929 because if it is it will open the way for the substitute container and "when the substitute container does get in it has the faculty of remaining in."

Confident, however, that there are few, if any, in the cooperage trade who are not fully cognizant of conditions as they really exist, we have no fear but that with the return of good business during the new year just opening up, manufacturers of cooperage and cooperage stock alike will watch developments closely at the same time that they place their business operations and practices upon a basis that will not only insure an equitable return on their investment and for their efforts expended during the coming months, but will in addition give a new impetus to the wooden barrel that will carry it forward in the consuming industries wherein its increased and extended use will quickly prove its superiority as the most advantageous shipping container.

A careful reading of the trade review and forecast letters in this, THE JOURNAL'S Annual Number, is urged, as is also a careful reading of the special articles in this issue. These special articles are not only from THE JOURNAL'S own staff writers but from many expert writers outside the cooperage industry. The voice of the cooperage industry speaks through our trade letters while the special articles are alive with pertinent and valuable business thoughts and ideas that will act as splendid aids in helping our trade draw from the 1929 business year more substantial profits than they have enjoyed in some time.

Simplified Practice and Trade Ethics Conferences Becoming Important Factors in Industrial Success

HOW far can members of an industry go in the way of co-operation or agreement among themselves as to operating practices without coming into conflict with the Anti-Trust Laws of a country, is a question that is agitating the minds of not only cooperage men but also the members of almost every industry. The era of consolidation and merging that has come into the business world and which apparently has the sanction of governmental departments has set afoot a series of thought that will have a decided effect upon future trade practice.

Anyone who gives consideration to this subject will come to the conclusion that individuality in business is fast giving way to the joining of minds of all interested in any given business. To be successful in the business marts of the world today one must know what the other fellow is doing. One cannot keep pace with progress by adhering to the same policies that have been in vogue or have been successful in the past. There must be a meeting of minds as to what is right and proper and to the best interests of an industry, as well as to ascertain, acknowledge and correct what is wrong and injurious to the welfare of an industry.

Members of the cooperage industry who attended the recent Association Convention in Chicago listened to what the Division of Simplified Practice of the Department of Commerce has done in bringing the various elements of industries together in conference, and the results which have been achieved by such conferences. Again, the action of various manufacturers in conferring with the Federal Trade Commission as to just where the dead-line is between co-operation and agreement among manufacturers and violation of the Anti-Trust Laws has brought forth decisions that cannot help but be of assistance to industry, and at the same time permit of a greater opportunity for individuals to get together for their own industrial good.

For this reason THE JOURNAL believes that a careful perusal of an interview with Abram F. Myers of the Federal Trade Commission on this subject, a reprint of which interview from the *Southern Lumberman* appears in this issue of THE JOURNAL, will answer many questions on the subject. Mr. Myers frankly admits that what the Federal Trade Commission wants to do is not to stifle honest co-operation and lawful agreements between manufacturers, but rather to kill off "jungle competition" which has for its purpose the destruction rather than the uplift of trade ethics.

It will be noted from Mr. Myers' remarks that when an industry gets together and decides upon what trade practices are ethical within that industry and those that are not ethical, every member of the industry subscribing to such a pact is bound to live up to the ethical trade practices prescribed, otherwise they may come in conflict with the law, inasmuch as it is the intention of the Trade Commission to secure an increase of its powers, so that it can be termed unfair business practice to subscribe to tenets of trade ethics and then go out and ignore such ethics in an endeavor to obtain the business of competitors. There are many who disagree with the stand of the Federal Trade Commission on this point of increased power, but there are just as many who agree, and there is a possibility that the desire of the Commission for this increased power will be realized.

Nineteen twenty-nine and future years will see many co-operative innovations throughout the business and trade world and every industry can hope to retain its place, progress and prosper if its membership will fall in line and make the best practical use of the business knowledge and trade practice which these innovations forecast, the practical use of which will not only better conditions within each particular industry but will make easier the meeting of the new competition between industries for a share of the consumer's dollars.

Fish Barrel Trade Should Be Cultivated and Increased

A good many barrels are now being used in the fishing industry and this trade should be cultivated and increased. There are about one hundred men or firms in New Orleans that rank as wholesale shippers of fish, but at a meeting, held recently to organize a fisheries association, more than one hundred were present. Many of the organizers were users of fish barrels, but, unfortunately, when the question of the best methods of packing and icing fish came up for discussion, not one of them came out boldly in favor of the barrel and demonstrated to the members of their industry that the barrel was the only possible container for fish, whether shipped *au natural* or in the form of filets. This fish barrel business has reached a turning point, and should be more than doubled in volume, but there is grave danger that instead of such an increase, it may cease entirely. Here is an opportunity for someone who knows how to pack fish to get in some good and effective work for the wooden barrel.

Twenty Ohio Potteries in $25,000,000 Merger

Approximately twenty potteries in ten Ohio cities are involved in negotiations for a $25,000,000 merger, according to information in financial circles.

Among the potteries listed in the proposed merger are the Sebring Pottery Company, French China Company, Limoges China Company, Saxon China Company and E. H. Sebring China Company, all of Sebring; Crescent China Company, Alliance; Salem China Company, Salem; Knowles, Taylor & Knowles China Company, East Liverpool; Steubenville Pottery Company, National China Company, Salineville; Pope-Gesser Pottery Company, Coshocton; Atlas Globe Pottery Company, Cambridge; Albright and Carrollton Pottery Company, Carrollton, Owens China Company, Minerva.

Each plant, according to the report, will maintain its own individual identity and personnel, but general administration duties will be in the hands of a board of directors.

Potteries in other States also are said to be involved. Those connected with merger negotiations said that ultimately the Homer Laughlin China Company, of East Liverpool, O., and Newell, W. Va., and some concerns in Trenton, N. J., will be the only plants in the country outside the merger.

Stave Timber Men Have Technique of Felling Trees and Handling Logs

The Southern Loggers Association recently held its annual convention here, and elected J. F. Woods, of Wiergate, Texas, president. The convention was told that, "Accidents cost more time and money than any other factor." Some of our friends who get out timber for the stave mills should have been present to tell how to watch their steps when felling trees and handling logs.

Encouraging Outlook for Cooperage Business in Louisiana

Coopers are Busy on Barrels for Produce Shipments—Demand for Syrup and Molasses Barrels Greatly Enlarged—Sugar Barrel Should Be Given Intensive Sales Effort During 1929

Produce shipments began earlier than usual this season, and as the benefit of this early trade was given to the city shops our coopers were fairly busy during December. The country shops were not opened until about the last of the month, and this trade is now going strong The city shops are still making a good many packages for produce, though the country branch shops have relieved them of a great deal of the outside trade.

Coopers are Busy

A visit to the produce shipping centers shows that the substitute packages are being used in large numbers, but the coopers themselves have been so busy that they have but little time to estimate the extent to which crates, hampers and baskets have cut into their trade.

Stocks of produce barrel materials on hand are pretty good, but by no means sufficient to meet the requirements of the trade, and most of the shops are constantly getting in new supplies.

Cane Crop Greatly Increases Demand for Syrup and Molasses Barrels

The most encouraging signs of the times are the big trucks of the Burbank Cooperage Co., Inc., the Brooklyn Cooperage Co., and of the Chickasaw Wood Products Co. dashing about delivering great piles of tight barrels. The large cane crop has had the effect of greatly increasing the demand for syrup and molasses barrels. Storage tanks are now pretty well filled, and so the demand for this class of barrels is likely to increase, and will continue indefinitely. It is up to the trade to make this improvement in the market permanent, for there is no reason why it should not go on as long as there is syrup to be shipped.

The Sugar Trade and the Wooden Barrel

The demand for sugar barrels has not increased as greatly in proportion as has the demand for syrup barrels. The sugar makers have been allowed to drift too far away from the barrel. Still there have been a great many sugar barrels used, some furnished from the New Orleans shops, but a greater number made at the points where they are used. This trade is good, and is likely to continue for some time yet, due to the unusually long grinding season, and the large amount of sugar produced, but this must not be understood to mean that the business is what it should be. If there is any business on earth that requires prompt and efficient handling, and that will repay such efforts with large results, it is the sugar barrel business in Louisiana. As THE JOURNAL predicted a year in advance, the sugar yield in Louisiana for 1928 was double that of the year 1927. If the trade of a barrel using industry that doubles its volume in a single year is not worth going after, what is?

1928 Sugar Crop Should Have Brought Orders for One Million Sugar Barrels

The sugar making season is now on its last lap, and the best obtainable estimate of the total output now is:

Sugar produced in 1928..350,781,795 pounds
Syrup produced in 1928...6,644,000 gallons

This should have called for a million sugar barrels and a hundred thousand syrup barrels, to say nothing about the packages required to contain the products of the raw sugars that are imported from tropical countries to keep our big refineries constantly going.

A Straight Tip on Next Year's Production

THE JOURNAL'S straight tip is, next year's output of sugar and syrup will be limited only by the capacity of the mills to handle the crop, and next year's demand for sugar and syrup barrels will be limited only by the efficiency of our trade in going after the business. The business will be here. Will we get it?

Demand for New Oil Barrels, Lard Barrels and Tubs is Large

This is the busy season at the cottonseed oil mills, and the demand for new oil barrels and lard barrels and tubs is large, while the demand for used packages of these classes exceeds the supply.

The Oil Refiner and the Wooden Barrel—A Paradox, a Puzzle and a Problem

So many steel containers have been used, and are still used for petroleum products, and it has so often been said that this business has been entirely lost by the wooden barrel trade, that it is really surprising that this trade takes as many wooden barrels as it does. This business, however, is about the most uncertain thing in the world. An oil refiner may one day declare that he would not accept a wooden barrel as a gift, and the next day may simply overwhelm some shop with an order so large that it can scarcely fill it on time. That responsible business men should alternately revile and praise a package is one of the puzzles that our coopers have not yet worked out, and the way to stabilize this trade is a still greater problem. Why should a barrel be condemned one day as worthless, and bought the next day as a most desirable package, and how can the oil refiners be shown that it is to their interest to use the wooden barrel steadily, and not by fits and starts, is an open question. Let the tight barrel section take this matter into consideration, and find an answer. It is too deep for this correspondent of THE JOURNAL.

Why the Syrup Flavoring Manufacturers Have to Buy New Barrels

The makers of syrups for flavoring soft drinks use the best tight barrels they can procure, and are constantly making or buying new barrels, and so they have a grievance. Their high class barrels could be used over and over again indefinitely, so they always offer their trade a generous refund for the return of the empties, but the empties seldom come back. The point is that the buyer of the syrups finds it rather troublesome to hire a truck, or send out his own truck on a special trip to return a few empties, and if they are to be returned by train or boat it is still more expensive, and, as the cooper offers as much for the empties as the original user can pay, perhaps a little more, he gets the barrel, so the syrup men have to get new packages.

Best No. 2 Produce Barrel Obtainable Proper Container for Yam (Sweet Potato) Packing

At the Chicago meeting of The Associated Cooperage Industries, Mr. Deblieux stated that great quantities of sweet potatoes are shipped in veneer packages, because these packages permit greater circulation of air. This, of course, must be true of the section of which he speaks, but it is strange reading down here. In this section, where the name "sweet potato" is outlawed, and the delightful tuber is called a YAM, the crop is generally kiln dried before shipping, to improve its keeping qualities, and it is then shipped in bulk or in sacks, to its great detriment. The proper container for the southern yam, after it is kiln dried, would be the best No. 2 produce barrel obtainable, so that it would be shielded from the wet air in rainy weather, and kept as dry as it was when it left the kiln. There is no apparent reason why thin apple barrel stock could not be used for this purpose. If, however, "sweet potatoes" need air circulation, you ought to see how New Orleans coopers, with jointing machines, cut quarter moons out of their staves before working them up into barrels.

Whitewashing Inside of Potato Barrels Prevents Souring

It is the general practice of coopers here to whitewash the inside of a barrel intended to contain Irish potatoes, this being supposed to keep the contents from souring. This coat of lime wash is unnecessary when shipping kiln dried yams, but might be a good thing in the shipping of "sweet potatoes," which, it seems, are shipped green.

The cooperage stock plant at Truman, Ark., of the Ozark Company, Memphis, Tenn., which was recently destroyed by fire is now in course of rebuilding.

1929 Prospects for California's Business and Industries are Glowing

Increase in Population and Developments in Agriculture, Horticulture, Minerals and Commerce Speak Well for State's Future—Cooperage Trade Will Share With Other Industries in California's Progress

By FREDERICK J. KOSTER
President, California Barrel Co., San Francisco, Cal.

No doubt the readers of THE JOURNAL'S January Annual will be interested in reading an up-to-date résumé of general conditions throughout our State of California, wherein we have our operations and a large portion of our distributive territory. The cooperage business, of course, will have its part in proportion to all the other elements that go to make up the State's progress.

According to the economic reports from the various sections of the State of California submitted at the December 7, 1928, meeting of the directors of the California Development Association, our State Chamber of Commerce, California's economic circumstance generally is highly encouraging. There is a steady increase in population. The yields of agriculture, horticulture and minerals have been on the whole good. There are very few weak spots. The distressing situation with which the grape growers in the central part of the State have had to deal is showing a tendency toward improvement. Vigorous effort on the part of the California Vineyardists Association is gradually showing remarkable results, and I believe the industry has seen its worst period. On the other hand, the almost unlimited variety of other products has brought excellent returns to the State as a whole. Industry has made a good showing in general, and many new industries are being established throughout California, notably in and about Los Angeles and in the San Francisco Bay section.

All Industries of California are on the Up-grade

To be specific as to certain items,—the citrus crop of the southern part of our State, it is estimated, brought in this year to California $130,000,000.00. The cotton crop, notably of the San Joaquin Valley, has netted excellent returns and reached a production of approximately 125,000 bales. The dairy and general milk products industry is making tremendous strides. Nonmetallic minerals, of which there is a great variety and abundance in California, are coming into commercial use on an increasing scale. Cattle, hogs and sheep have increased in output and at excellent prices. Building permits have in some sections shown somewhat of a decrease over the previous year, yet the average for the State has been evident of healthy progress. Rainfall this season to date is well distributed and in good volume, and snowfall in the mountains, so essential to irrigation and power development, has been in substantial volume to date. Highway development is going on apace.

Shipments from California Ports to the Entire World

Foreign trade is rapidly expanding. Development of shipping during the last few years has been on a scale that it now is possible from California ports, and particularly from the port of San Francisco, to reach every part of the world with adequate facilities and economy in cost of transportation.

Captain Robert Dollar, the dean of the shipping interests of the Pacific, recently reported the interesting fact that only a few years ago, one of his ships carried to the Orient three cases of California-packed sardines as a test of whether any demand could be created, and he stated that this year his ships had transported to the Orient some 460,000 cases of California-packed sardines.

Grape Growers Surmounting Trade Obstacles

The grape growers—and as stated, the grape-growing, including the raisin industry, is a most important one in California—still have some difficult hurdles to surmount; peach growers also, and so, as stated, there are a few weak spots, but taken as a whole, there is every evidence of strong growth and well diffused prosperity.

State Well Organized for Development of Its Resources

The resources of the State of California are so varied that I have necessarily been very general in my statement.

One of our difficulties is the maintenance of an adequate supply of labor for agriculture, mining and transportation. Under the leadership of our California Development Association, a thorough study is being made of this subject, and particularly with reference to the question of Mexican immigration, in both its social and economic aspects, and we are hopeful that Congress will not undertake to impose any drastic, ill-digested measures for the restriction of immigration from the countries on our own continent.

Our State of California is remarkably well organized for rational development of its varied resources through its State Chamber of Commerce, the California Development Association, upon whose directorate are represented the outstanding business leaders from all sections of the State, and through whose Regional Advisory Councils the directorate is kept in close contact with every State-wide interest.

We have an excellent State administration, and our association is in close cooperation with the Governor and the heads of his various departments, thus providing a very practical and intelligent guidance of State affairs, reflecting itself in a most wholesome economic and social progress.

Every Indication in Buffalo Is For An Increased Flour Barrel Volume

The end of the year 1928 finds the slack cooperage business slowed up for the holiday season, and for the taking of inventories. This is the annual condition in the trade at this season, so the coopers are able to get a brief resting spell and console themselves for quiet business with the thought that trade has been pretty good in recent months and ought to be better within a few weeks, when flour buyers become active again.

Outlook for Flour Milling Trade is Good

Commenting on the outlook for the flour industry, a local miller recently said: "In my opinion the outlook for the new year in the flour trade is fully up to the average at this time, if not better than usual. Booking of flour in some volume will be made when buyers are satisfied that the prices are at the bottom. Trade is naturally slow in the closing days of the year, but it ought to be better after the holidays, as stocks carried are small in most cases."

Washburn Crosby Interests Acquire Additional Properties

The General Mills, Inc., a holding company for the Washburn Crosby Co., the largest milling company in the country, has acquired several properties from the Kell Milling Co., in the Southwest. These are located at Amerillo, Vernon, Wichita Falls, and Waco, Tex., and Oklahoma City and Perry, Okla., and have a capacity of 9,500 barrels of flour a day. It is stated that the purchase will place the company in a position to serve the Southwest more efficiently and will also provide additional wheat-purchasing points through country elevators to be acquired in Texas and Oklahoma. The Washburn Crosby Co. is Buffalo's biggest user of flour barrels and also its largest flour producer, with capacity of over 20,000 barrels a day.

Tight Barrel Trade Awaiting Completion of Inventories

Conditions in the tight barrel business are about the same as usual for the end of the year, with most barrel users holding off for their annual inventories, and giving their attention to holiday purchases rather than to other matters. It is expected that business will begin to pick up soon after the new year opens and prospects appear favorable.

Simplified Practice and its Application to the Cooperage Industry*

Simplification Program in Cooperage Trade Will Eliminate Waste, Lower Costs and Increase Profits—Standardization of Tight Barrels a Constructive Step Forward

By W. E. BRAITHWAITE,
Division of Simplified Practice, Department of Commerce

On behalf of the United States Department of Commerce, I wish to thank you for this opportunity to discuss briefly the subject of "Simplified Practice and Its Application to the Cooperage Industry."

While I assume most of you present are more or less familiar with the basic economic principles which underlie the whole philosophy of Simplified Practice, I would like to review with you, for a few moments, the historical background of the simplification movement and touch upon the progress made as well as discuss the savings and benefits to be derived from the application of simplification.

When the Committee on Waste, composed of 18 prominent industrial engineers representing the Federated American Engineering Societies, made their survey in 1921, they found wastes ranging from 29 per cent. in the metal trades (supposedly the most efficient of all of our industries) to 64 per cent. in the manufacture of men's ready-made clothing,—an industry which, as you know, is notably affected by the style problem, seasonal influences, etc. The average waste in the six major industries studied was very close to 50 per cent. In analyzing the causes for this degree of waste, the committee found they might be grouped or classified under four principal headings. The first one was,—low production which results from the faulty management of men, materials and machinery; the second was,—idle or interrupted production resulting from idle machinery, idle men and idle material; the third was,—restricted production, resulting when restriction is intentionally caused by management in the form of lockouts, and by labor in the form of strikes; and the fourth cause was,—the result of industrial accidents, occupational diseases, etc.

Fifty Per Cent. of Waste in Industry Due to Poor Management

No one has been able to accurately estimate the real monetary cost of waste in industry. The committee, however, in making the study did find, in placing the responsibility for this 50 per cent. waste in industry, that over 50 per cent. of it could be placed at the door of management, about 25 per cent. at the door of labor, and the balance charged to outside conditions over which neither management nor labor have any particular control.

In the effort to correct some of these wastes, it was pointed out that there was one definite avenue of attack or approach. The Secretary of Commerce was approached by a number of business men in different lines of industry, who said: "Isn't there something your department can do to help us? We find that it is difficult for us to get together with the trade and the consuming groups for the reason if we do meet privately, some suspicion will perhaps arise that we are conspiring in restraint of trade, and then again if we try to approach our fellow manufacturers who regard us as their competitors, there is a suspicion that we are trying to put something over. What we need is a neutral, friendly meeting ground where we can get together in a perfectly legal and proper manner and discuss our common problems."

Division of Simplified Practice the Outcome of Manufacturers' Plea for Help

The establishment of the Division of Simplified Practice in November, 1921, provided this neutral meeting ground or centralizing agency through which manufacturers, distributors, and consumer groups could meet to discuss their problems and decide upon eliminations of mutual benefit.

Simplified Practice as a practical method for reducing industrial waste is now widely recognized as one of the most significant economic and industrial movements of the day. Approved by labor and carrying the endorsement of the consumer, it is being applied more and more widely by industry to eliminate avoidable waste growing out of the production of needless variety in types and sizes of commonplace articles.

Some of the proven advantages of simplification methods which directly concern the activities of the manufacturer, the jobber, the retailer, and the consumer are:

> "The elimination of unnecessary variety in the products of an industry provides a common understanding and mutuality of interest that paves the way for collective and co-operative effort in other directions, such as group or co-operative advertising, market research and analysis, sales promotion, statistics, scientific research, and problems of competition."

To the Manufacturer

(1) More economical manufacture through less idle equipment, better scheduling of work, accurate cost accounting, long runs on large units, simplified packing, simplified material inventory, reduced cost per unit.

(2) More efficient labor through less seasonal employment fluctuations, increased individual output, greater skill of workmen, each of training employees, simpler and better inspection, smaller labor turnover, greater earning power.

(3) Less capital tied up in raw materials, special mechanical equipment, semi-finished stock, finished stock, storage space, repair parts.

For example, a soup company's manufacturing costs have declined tremendously, because at present it concentrates on twenty-one kinds of soup, with pork and beans as a sideline, whereas in 1898 it made more than 200 varieties of canned foodstuffs.

To the Distributor (Wholesaler and Retailer)

(1) Increased turnover due to concentration of stock, staple lines, easy to buy, quick to sell, no slow-moving numbers, more effective sales force, more concentrated sales effort;

(2) Less overhead and better service through lower handling charges, less stock depreciation, smaller clerical forces, less obsolescence, quick and reliable delivery, fewer misunderstandings and errors;

(3) Decreased capital requirements for maintenance stocks, for packing materials, for storage space, for interest and other charges, also fewer complete lines to carry and less operating margin required.

To the Consumer, Simplified Practice Means

(1) Better value for money, better quality, prompt deliveries, quick replacement service, lower maintenance costs, simplified specifications, protection against unscrupulous traders.

Decreased manufacturing costs naturally result in lower costs all along the line. A large wringer company, for example, lowered its prices after cutting an original line from 800 numbers to 60. The recent reduction of Mazda lamp retail prices has been made possible through simplification.

Producer, Distributor, and Consumer Must Work Together to Gain the Best Results

To gain these benefits, it is necessary that producer, distributor and consumer work together, and therefore under the co-operative procedure of this division, a Simplified Practice Committee is appointed which will represent the manufacturers or producers.

The first important step in the development of a Simplified Practice Program in any industry is a survey to determine the number of varieties made and the relative demand for each. These surveys are conducted by the Simplified Practice Committee except in a few cases where the industry concerned has requested the division to make the survey. The results are then studied by the committee, and a tentative program of elimination is worked out for presentation at a subsequent general conference of representatives of the producers, distributors and consumers, and for ratification by that general conference.

The Division of Simplified Practice then circularizes all interests for acceptance. As soon as a very substantial majority of interested groups and individuals have endorsed the recommendation it is then published and promulgated by the Department of Commerce as representing the best thought and practice of the industry subject to periodic revision by another general conference or by action of a standing committee.

The question may arise in the minds of some as to the degree of success attained in securing observance or adherence to these different simplification programs. Recognizing early the fact that a Simplified Practice Program in any industry would not be effective unless there was a relatively high degree of adherence, the division has cooperated with the industries in perfecting a procedure, providing among other things for the appointment of a representative

* Address delivered before Cooperage Convention in Chicago.

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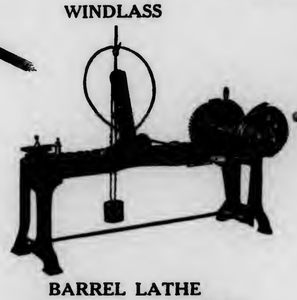

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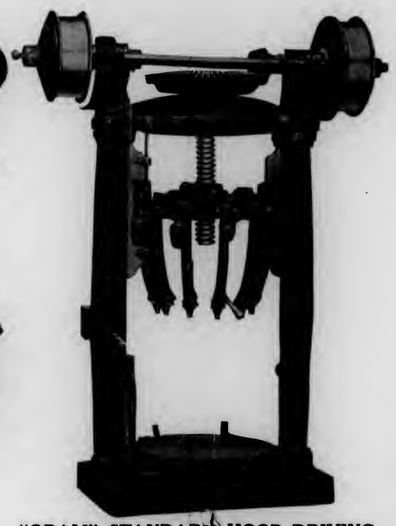

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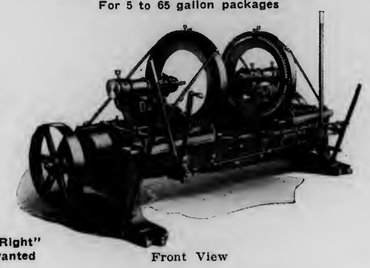

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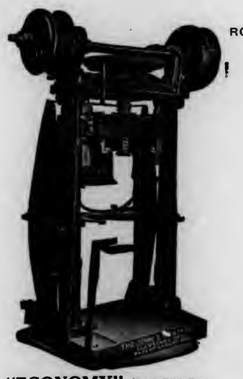

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Standing Committee to serve as a liaison between the Department of Commerce and the industry concerned This committee is usually appointed at the general conference and is charged with the duty of promoting, encouraging and supporting the findings of the conferees, as well as conducting annual or periodic surveys to ascertain the degree of adherence and to effect reaffirmations or necessary revisions. Annual audits, or surveys, conducted by the Standing Committees of a large number of industries during the past year, revealed that there is an average degree of adherence of about 80 per cent. to their simplification programs. This indicates that the sizes, dimensions, types, etc., adopted and published as simplified practice recommendations are reasonably well adhered to and kept in line with the best current practice of the industry concerned.

Over 300 Industrial Groups Have Been Aided by Simplified Practice

To date more than three hundred groups have requested the division's co-operation in eliminating excessive varieties in their products. About 100 industries have already worked out Simplified Practice recommendations which have been accepted by the majority of the manufacturers, distributors and users concerned. Also, a large number of industries are now conducting variety surveys with the view of developing simplification programs.

Factual surveys of the benefits of Simplified Practice have brought estimates of savings in material, time, labor, and money which ran high into the millions. Fully half of the industries which have adopted Simplified Practice find it difficult to interpret their benefits in terms of money as their efforts become lost in a maze of other factors. However, estimates of savings in money by some of the industries now producing on the Simplified Practice plan are as follows: for paving brick, $1,000,000; sheet steel, $2,400,000; steel reinforcing bars, $4,500,000; warehouse forms, $5,000,000; range boilers, $5,500,000; invoice forms, $15,000,000; and lumber, $200,000,000.

Factors That Tend to Increase Costs

Some of the factors contributing to the increased costs of production and distribution which can be eliminated through the adoption of Simplified Practice in production are:

(1) Production of excessive varieties of items based on a desire to market novelties or other goods with an individualistic stamp.

(2) Large investments in special machinery, jigs, dies, templates, and other equipment, often accompanied by large stocks of raw materials and finished goods, which become slow-moving or obsolete and result in "freezing" of assets.

(3) Slowed-up production and purposeless motion partly due to seasonal operation and to losses from changing machine adjustments or "machine set-ups" for variations.

(4) Competition with meaningless variations or substitutes often causing a lack of interchangeability of parts and lack of uniformity in specifications prevents practiced avoidance of waste by means of adequate control of stock and planned production.

(5) Lack of uniformity of packing, wasted shipping space, losses from misunderstandings between maker and user, lack of uniformity in business documentation, and handicapped fulfillment of orders.

Question of Packing and Containers An Important One to Industry

Consideration of the general problem of how best to pack, handle, transport, and distribute commodities after manufacture is engaging the attention of many industries. The question of containers is an important one and the solution of existing problems of diversified sizes, dimensions and capacities would, in the opinion of many, benefit not only the industry immediately concerned, but the carriers and all users of the commodity as well.

In modern practice the packing of a product can scarcely be considered as separate from its manufacture. The engineering principles applied to the production of the commodity are just as necessary to the development of proper shipping containers, yet many whose products are the result of diligently applied engineering principles have given little consideration to this fact. Alert manufacturers, however, are giving more and more attention to shipping containers. Careful study has convinced many that savings can be effected in efficient packing as well as in efficient manufacturing, and some concerns are showing profits by reducing packing costs while not able to reduce production costs.

What Has Been Accomplished by Simplified Practice in the Container Field

To bring this matter of excess variety a little nearer home, let us examine what has been accomplished in some of the container fields through the co-operative efforts of the Division of Simplified Practice and the industries concerned.

For example, the manufacturers, distributors and users of milk bottles met early in 1923 to adopt a sound and conservative policy tending toward the betterment of their individual business and the industry as a whole. As a result of that meeting and subsequent revision conferences, the sizes, dimensions, and capacities of milk bottles have been reduced from 49 to 4 and milk bottle caps from 10 to 1 size.

As a result of a general conference of representative manufacturers and users of steel barrels and drums, held in March, 1924, and a revision conference held in December, 1927, the industry adopted a Simplified Practice recommendation establishing a standard schedule reducing the stock types and capacities of steel barrels and drums from 66 to 25.

In accordance with the action taken on May 26, 1925, of the general conference of manufacturers, distributors and users of paper grocers' bags, the varieties in capacities, colors, qualities, and strengths of paper grocers' bags, were reduced from 6,280 to 4,700.

Again on July 29, 1925, a general conference of those interested in the production and use of box board convened at the Department of Commerce to discuss a simplification program for that industry.

A Simplified Practice recommendation was unanimously adopted reducing the list of thicknesses from 244 to 60 standards. It was estimated at the time this recommendation was promulgated that its wholehearted adoption would mean a saving of about $5,000,000 a year to all concerned.

A general conference of representatives of the wirebound box and rotary-cut box lumber industries was held in Chicago, Illinois, in September, 1926, under the auspices of our Division, at which time a recommendation was promulgated which reduced the variety in lengths from 102 to 6, for widths 65 to 6, and for thickness from 9 to 6 for stock purposes.

Conferences and recommendations similar to these just mentioned have been worked out for salt packages, preserve jars, jelly glasses, vegetable shortening, carriage and machine bolts, insecticide and fungicides, cut tacks and small cut nails, etc.

It can therefore be readily seen that Simplified Practice is being applied more and more each day to eliminate avoidable waste growing out of the production of needless styles, types and sizes of containers as well as other manufactured articles.

What the Bolt and Rivet Trade Has Done to Solve Its Packing Problem

To illustrate just how the adoption of Simplified Practice helps in solving packing problems we cite the case of the bolt, nut and rivet industry.

The bolt, nut and rivet industry found itself in such a demoralized condition in 1924 that it was forced to take some action to save itself from actual and complete destruction, according to Mr. Charles J. Graham, President, Bolt, Nut and Rivet Manufacturers' Association. He states that the industry as a whole was not only failing to show profit but its losses were running into such figures that within a short time, unless some steps were taken, only a few of the strongest companies would have been able to survive, and they at a tremendous financial sacrifice.

The present association was organized in April, 1925. An Executive Committee was appointed, which made a complete study of the causes which had brought the industry into the demoralized condition in which it had found itself in 1924, and made a sincere effort to eliminate the evils which had created such an unhealthy condition.

"Working in conjunction with the Division of Simplified Practice of the Department of Commerce, we standardized our methods of packing, reducing the number of package sizes from 168 to 18," continued Mr. Graham. "Most of the manufacturers now put up their product in standard containers, so that regardless of from whom a customer purchases, he gets the same quantity of bolts and nuts per case or keg. Our packing expense has been greatly reduced, as at least 95 per cent. of our product goes out in standard container quantities."

Again in a recent address before the National Association of Retail Grocers, Henry Lohmann, Secretary of the United Retail Grocers' Association of Brooklyn, called attention to the need of simplification of the consumer container.

He says the consumer is unnecessarily paying out hundreds of millions of dollars each year in the United States in nonstandard size food containers created in many instances by manufacturers, for competition with the standard size containers, special sales, or to beguile the innocent housewife with the idea she is getting a full-weight bottle or tin because the appearance is just the same, and added that it should be the duty of the manufacturer, the wholesaler and the retailer to educate the consuming public when buying food products, to consider what they pay for the product itself. That fancy shaped containers, made up in special sizes, or that when the nonstandard sizes are manufactured, will require special molds, labels, corks and shipping containers, and that all of this special work entails considerable expense and costs. Simplification of the consumer containers will curtail the number of sizes carried by the retailer, which naturally will reduce inventories, and regulate the selling to standard sizes and the consumer will then buy according to quality and price.

Your own industry is to be congratulated upon the work accomplished by the subcommittee on cooperage of the Department of Commerce Advisory Board on Domestic Packing. The recommendation of this board has been a real contribution toward the working out of better packing and shipping methods. As stated by the Secretary of Commerce in his foreword in the printed pamphlet covering the recommendations of the board—"in making this information available to the public a service has been performed which will reflect favorably on the elimination of waste in our entire dis-

tribution system. The costly wastes involved in the improper packing and handling of merchandise, resulting annually in the loss of millions of dollars, can be materially reduced by placing authentic information of this nature in the hands of shippers."

Standard Grade Rules of Cooperage Trade Commended

The cooperage industry is also to be congratulated upon being among the first to adopt standard grades and to make those standards known to both producers and consumers. I understand practically all manufacturers of cooperage now follow well-defined systems of grading applicable to the kind of wood they are working. Construction specifications for barrels likewise have been standardized.

While the manufacture of staves and barrels is an old and important industry, like all others, it is faced with the problem of keeping step with the march of progress in order to produce a better product than at any previous time.

What Simplified Practice Can Do for the Cooperage Trade

Some of you may be asking yourselves the question—what can Simplified Practice do for us and this is a very pertinent question.

Simplification offers an excellent basis of compromise between the "factory" and the "sales" viewpoints. It affords an opportunity to reduce variety to the point where it permits fair economy in production and yet retain sufficient variety to satisfy the bulk of consumer demand. It strikes the balance between "no change" and "too much variety" in product design, style, quality, or finish.

Some of the most successful companies today are those which through simplification have found it possible to produce and sell the volume that means growth, profit and prosperity for them and still avoid the excessive variety that causes slow turnover, excessive inventory, and avoidable waste. Manufacturers and merchants who keep their lines condensed to the variety represented in this compromise are better able to meet sudden shifts in the consumers' dictates. They have less to discard, less inventory to write off, fewer goods to throw on the bargain counter, or to try to move by clearance sales.

Simplification is the "happy medium" between over-standardization and over-diversification,—between standardization which stultifies demand and loses sales, and excessive variety which runs up manufacturing and selling costs, eats into profits, and causes waste.

As an example of what might be accomplished for the cooperage industry through simplification, I would like to call attention to the item of slack barrels for glass tableware. In looking through Circular No. 21, issued by the American Railway Association Freight Container Bureau, we find this statement:

"The information obtained in the survey made by the Freight Container Bureau clearly showed and emphasized the necessity of (1) using properly constructed barrels, (2) careful packing of the ware. It was also learned that there was an extensive variety of sizes of barrels being used, many of which could probably be eliminated with resulting economies both to the cooperage industry and to the glass tableware industry.

It appears that no less than 66 different sizes of slack barrels are being used by shippers of glass tableware for domestic shipments. These sizes are listed in Table A, which contains data collected from 34 different shippers. The diameter of the heads varies from 12 inches to 40 inches, while the staves vary in length from 18 inches to 42 inches. Most shippers recognize the 19⅛ x 30-inch barrel as the standard.

One shipper used 19⅛ x 30-inch barrels exclusively, another used 7 different sizes, still others used a variety of sizes ranging from 9 to 18. Five shippers used 2 different sizes, six used 3, seven used 4, four used 6, and two used 8.

There may be good reasons for such a pronounced range of sizes but it would be reasonable to expect that a number of economies could be effected both in the cooperage and glass industries if a few of the predominant sizes were selected and made standard, eliminating all other sizes.

The three sizes of barrels that are most representative of the wide range of sizes now used by shippers of glass tableware are 17⅛ x 24 inches, 19⅛ x 30 inches, and 24 x 34 inches. Upon a more or less superficial examination these three sizes do not seem to conform to the recommendations of the Advisory Board.

Committees representing The American Association of Flint and Lime Glass Manufacturers and The Associated Cooperage Industries of America have expressed themselves as agreeable to any reasonable steps toward the standardization of sizes of barrels which may work for the mutual interests of the two industries. While the problem of packing and shipping of glassware and pottery has been solved to a considerable extent through the development of standards for packing and shipping operations, there is still a further possibility for the reduction of waste through the simplification of the sizes of barrels and adopting standard sizes as recommended by the Freight Container Bureau. Here is an opportunity for the barrel manufacturers and the glass manufacturers to come together under the co-operative procedure of the Division of Simplified Practice and promulgate a list of recommended standards which will be satisfactory to all concerned.

A Simplification Program for Cooperage Trade a Forward Moving Step

A simplification program in the cooperage industry to reduce variety, hence costs, is one of the ways in which the whole industry can pull together and enable it to pay more attention to such matters as trade extension.

The elimination of unnecessary variety in the products of an industry provides a common understanding and mutuality of interest that paves the way for collective and co-operative effort in other directions, such as group or co-operative advertising, market research and analysis, sales promotion, statistics, scientific research, and problems of competition.

The history of the simplification movement is a record of constant abandonment of the fallacy that widely diverse or "odd sizes" tend to secure competitive advantages. The passing of this misconception has led to a point where today industries as a whole are very generally competing with other industries through simplification to reduce costs and to broaden markets. To meet this group-by-group competition, it is becoming increasingly necessary for the members of an entire industry to co-operate in the elimination of waste, the improvement of product, and the application of more scientific methods of production and distribution.

The logic of simplification in the production of goods applies with equal force to the selling of goods. It implies discarding, or eliminating, those items for which there is a little or no call and concentrating on those more commonly used. Such concentration means that effort is being expended where results are sure. Simplified Practice therefore affords a simple, readily understandable and easily applicable approach to lower costs, quicker turnover, greater sales volume, better profits, and lower prices.

The Paint and Varnish Industry of Louisville Has Made Giant Strides

One bright spot in Louisville development in 1928 was in the paint, varnish and lacquer industries which showed material enlargement. The Jones Dabney Co. increased capacity at Louisville, and installed a branch lacquer cutting plant at Detroit, Mich., to serve the automobile industry. The Progress Paint Mfg. Co. formed a subsidiary which has erected a new varnish plant. The Reliance Varnish Co. and the Schaefer Co. have both put up additions to their lacquer plants. The Louisville Varnish Co. enlarged its lacquer plant.

The J. F. Kurfees Paint Co. doubled the capacity of its paint plant. The Kentucky Color and Chemical Co. reported the largest year in its history, and in June purchased property at Kearny, N. J., with plans for eventually erecting a branch plant on a ten-acre tract. The Lampton, Crane & Ramey Co., which was in bankruptcy at the start of the year, because of misuse of funds by some former officers, was sold and bought by the Marcus interests, which moved it to a much larger and better plant, where it has been making considerable headway under good management. The Charles R. Long, Jr., Co., manufacturers of paints, at just about the start of the 1928 season completed a new paint plant and added varnish and lacquer departments. The capacity of local plants producing such lines has been very materially enlarged in the last 15 months. Another big deal was that in which the Devoe & Raynolds interests, of New York, took over the manufacturing departments, and paint, varnish and lacquer divisions of the Peaslee Gaulbert Co., Louisville, forming the Peaslee Gaulbert Paint and Varnish Co., to operate the new subsidiary.

Naval Stores Export Corporation Dissolves

The Naval Stores Export Corp., Savannah, Ga., and New Orleans, La., organized in March, 1923, to export naval stores under the Webb-Pomerene Act, has announced its intention to liquidate. Shrinkage of naval stores production in the Southwest, where most of the corporation's stockholders were located, is given as reason for the liquidation. Gillican-Chipley Company, New Orleans, La., which has done its export business through the corporation, will, beginning January 1st, re-enter the foreign export field, operating under its own name.

Perfection Barrel Company Organized

The Perfection Barrel Company, Orlando, Fla., has been organized with a capital stock of $10,000 and will engage in the production of barrels for the fruit and vegetable trade. The incorporators are: John McRae, Alma McRae and James M. Vaughan. The company has already started erection of its manufacturing plant and will afford employment to a number of workmen.

Primary and Fundamental Objective of All Business is Profit*

Ultimate Aim is Not Alone Achieved by Size or Volume of Sales—Good Management Always on the Alert for New and Better Methods

By CRAIG B. HAZLEWOOD
President, American Bankers' Association

It is natural enough that in the remarkable development of business in this country the emphasis everywhere seems to be upon size and volume. No wonder we expect every month and every year to excel the last. The science of business has made notable advances in the last decade. Still, however, we have with us an unnecessarily large number of businesses which are not soundly or profitably managed, some estimates placing the number of concerns operating without a profit each year at more than one out of three.

Profits Should be the First Aim of Business

Consolidation will not solve the riddle of profitable operation in all cases. Mere size or volume of sales alone cannot measure up as the ultimate aim of business. The business captain who dreams great dreams of commercial expansion, commendable as they are, must in the final analysis justify that expansion by a commensurate increase in profits. We too frequently take it for granted that every increase in our volume, by merger or otherwise, adds to the intrinsic value of a business. We need to take a new grip each day upon the practical realities of business; and, gentlemen, I know of no more important business reality than this—that our vision sometimes becomes clouded and we forget that the primary and fundamental objective of all business is profits.

We may set up the greatest retail business, the largest factory, the biggest jobbing organization in this country, but we have not rendered a permanent service to the public nor have we met the final test of success unless profits are adequate.

Of late years we have learned many startling things about profits, but we have learned nothing more remarkable than that the primary reason for success or failure today is not economic conditions—not environment—not location—nor any other factor—but management.

Good management has made enormous strides within the past few years. But even yet, in my opinion, we have not really begun to know the whole meaning of the term.

"Let Us Not Compromise With Present Difficulties But Remove Them"

In analyzing our own businesses, then, let us apply the typically American approach to this problem of good management and adequate profits. By that I mean, let us not compromise with present difficulties, but remove them—let us have a new deal instead of playing out the old hand. Let us emphasize not so much the idea that our business is different as the truth that all businesses are common in their fundamental operations and objectives. Let us forget that things have to be done in a certain way, and examine our business with an open mind.

Scientific Management Has Solved Problems of Bankers

To speak for a moment from my own experience in bank management, let me recall to you that the banks of this country emerged from the war period with problems which seemed insurmountable. But today,

> "Old traditional methods of determining the policies of business must be replaced by a study of facts, because business today is too advanced for guesses or rule of thumb methods. Old processes, machines, and procedure are all being re-examined, for the modern executive today deals not with opinions, but with facts, and facts alone."

in many banks, particularly in our larger cities, we find the spirit of scientific management at the controls. Standards are being set up to govern liquidity, quick reserves, interest rates and banking costs. Long and broad experience is being concentrated into definite policies upon points where management has been uncertain. This progress in management, evidenced by banks throughout the country, is, in fact, a revelation to anyone who delves into the facts.

I might specify many cases where intelligent bank management has accomplished notable results. One bank in two years increased its operating profits 27 per cent., in spite of an increase in gross income of only two per cent. Another increased profits 75 per cent., although gross income expanded only 17 per cent. In this characteristic fashion, capable management has squeezed more dollars of net profits from substantially the same business.

A commercial banking department in two years increased its operating profit by 257 per cent. A large savings department increased the average number of transactions handled per employee 82½ per cent. A transit department increased items per employee 145 per cent. So in detail matters, and in the great matter of profits also, has intelligent, purposeful management proved itself. These examples, moreover, are drawn from the same markets and circumstances where other banks at the same time were not earning an adequate return.

Rule of Thumb Methods Can No Longer be Successfully Applied

Successful management is constantly alert for new and better methods. The progressive manager turns aside from the traditional cow path and cuts his way straight through to his objective. He does not falter or turn back because a method is new and hasn't been tried before.

Old traditional methods of determining the policies of business must be replaced by a study of facts, because business today is too advanced for guesses or rule of thumb methods. Old processes, machines, and procedure are all being re-examined for the modern executive today deals not with opinions, but with facts, and facts alone.

I recall the case of a candy business where the drying of the candy was handled in the old way. An outside counselor of this business learned that it took 36 hours to dry the product. The management argued that it had always taken that long in the candy business for that step in the manufacturing process. By cutting through old methods and procedure, a simple machine was built especially for the purpose, and the drying of that candy product was immediately reduced from 36 hours to 5 minutes—a saving of 99.7 per cent. of the required time.

May I add that the successful business executive today has no personal feeling, no pre-conceived conviction that something must be done a certain way.

Standardization, Simplification and Elimination of Waste Among Ways and Means for More Profit

There are many avenues along which business may operate in increasing profits. There come to mind such possibilities as simplification and standardization, the elimination of waste, the reduction of cost, greater sales volume, a more efficient personnel, and new products manufactured for new demands.

All of us know something of the amazing results secured by the Department of Commerce for many industries through simplification and standardization. We have learned that by centering upon one design instead of many we can bring an item within the purse of a much larger market—with increased profit possibilities to the quantity

* Address delivered before Chicago Association of Commerce.

producer. In my own business, for example, it is estimated that $20,000,000 a year is being saved over the country, merely through the use of a few simplified check forms today in place of the innumerable sizes and shapes of former years.

In many other lines of business, similar results have been secured. Not very long ago we had over 6,000 varieties of single bit axes on the market—enough to stock a fair sized museum housing one of each kind. A hardware jobber or retailer who carried only a half dozen of each item would have had an inventory of 36,000 axes alone. We have reduced the kinds of washing machines manufactured from 446 to 18; automobile tire sizes and types from 287 to 32; paving brick from 66 to 5; steel windows from approximately 42,000 to 2,000; range boilers from 130 to 13; and common brick from 44 to 1.

Simplification Produces Effective Economies

What is the significance of all this? It means a reduction in capital tied up in manufacturing equipment and inventories. Its effects run throughout an amazing ramification of economies. But no less important, it counteracts the increasing complexity of business and clarifies the difficult problem of management itself. Instead of buying, inventorying and selling hundreds of varieties, we merely run an endless flow of one simple commodity through a plant—and so regardless of tremendous volume, we have a comparatively simple business. To simplify work means also to multiply the factory worker's productiveness. For the jobber and retailer it means more complete lines, increased business with less space, lower interest, less insurance, taxes, labor costs, etc.

Here then we have another fundamental rule for profitable management: Let us simplify our lines.

Manufacturers of High Priced Products Should Visualize Potential Markets at Lower Price

In considering the effects of increasing volume on profits, I might best illustrate this problem by using a triangle to represent the potential consumer demand. With a high priced commodity your market is limited to the few at the top point of the triangle. As you reduce your price you reach the next lower group of consumers which is larger, and as the price goes down further and further, you reach successively larger and larger markets.

It is almost an axiom in most businesses that as the cost of the product is reduced, the potential demand broadens. Many managers keep their minds closed to the thought of reducing prices, for as someone has said, "You can always cut a price, but to raise it is something else again." One way to handle this problem is to test the effect of different selling prices in different local markets.

I recall the case of a company for which a careful market analysis was made. The analysis showed a larger potential market than was suspected. The company sorely needed greater volume. Five test cities were chosen, and in these cities the product was sold at a reduction of 50 per cent. of its former price. This cut in price increased the volume of sales by 500 per cent. over the best previous results. The price of the product was then reduced all over the country. The volume of sales increased 300 per cent. and profits over 270 per cent. Furthermore, an analysis showed that 70 per cent. of the output at the new price was reaching consumers never before sold by any company in that industry.

Modern management does not close its mind to any new idea—even that of lower prices. It recognizes that price is frequently an important source of sales resistance, and that tremendous markets may be unlocked whenever price is brought down without shading quality or crippling service and profits.

Proper Merchandising Methods are Essential

Some men may be managing businesses where they feel that everything is against them. It is well enough to talk of good management, they may say, but, what does all this amount to when one is up against an unfavorable trend or business depression in his industry? Very well: I recall an industry in which all but two corporations have gone bankrupt. One of these has shown a net profit of 30 per cent. annually on sales for the past twenty years. This company, due to its superior merchandising methods, is steadily increasing its sales volume. Its only remaining competitor is sustained almost entirely through the desire of the successful company to maintain competition. In fact, it actually gives its weaker competitor business at prices above what it could easily quote in order to help it along.

Examples of this kind should be a spur to all of us. However difficult the industry may seem, however tightly closed, the future management ability of high order finds a way through, over, under or around.

High Salaries to the Right Men are Profitable Investments

Personal organization is another highly important field for the activities of management. I am inclined to believe that many businesses have yet to learn that the highest salaried employees, doing the most work, in the least time and space, with the least equipment and supervision, yield the greatest net profit. Many industries could probably step up their present personal efficiency 50 per cent. to 100 per cent.

In one department of an institution where better personal management was introduced, there was a reduction of 25 per cent. in the number of employees, an increase of 15 per cent. in salary for those remaining, and a reduction to the institution of 18½ per cent. in clerical cost on the same volume of business.

In a highly competitive industry, a new president took hold in 1914. Through this man's ability, sales and profits increased steadily year by year, even in 1921 and 1923, when 95 per cent. of the other companies in this industry showed losses. In 1925 a change occurred in the style of packages, which made it necessary for the company to convert a large part of its plant to other uses. Nevertheless, the management drove sales and profits steadily on and up. The difficulties were merely a challenge to the resourcefulness of the management.

Co-operation the Keystone of All Success

Finally, the successful manager will co-operate. He will interchange experiences with others in his line of business. He will recognize that only by co-operative effort can many matters be accomplished.

A New Era in Business Management

I firmly believe that we are now in the morning hours of a new era in business management—an era in which we shall have control by men who overlook no essential of the problem, market analysis, the elimination of unprofitable units and wasteful practices, closer budgetary control, efficient and economical operation, lower costs, a larger gross with increased net profits and faster turnover.

In closing, let me summarize this brief discussion as follows:

First and foremost—that the success of a business, assuming real service to the public, is measured by profits and profits alone.

Second—that to earn profits in this changing era demands a new degree of management genius.

Third—that this new management requires an open mind and freedom from tradition.

Fourth—that the good manager does not stand alone, but secures co-operation from within his organization and expert counsel from without.

For business concerns so managed, the future offers possibilities for increasing profits far beyond the opportunities of the present period. And for management that will take advantage of these opportunities, business can afford to pay almost any price.

E. & B. Holmes Machinery Co. Co-operating in Safety Campaign

About 140 Buffalo industrial concerns will carry on a safety campaign beginning on January 7th. Representatives of the campaign will give talks to the employees at noon and safety posters will be distributed. One of the co-operating concerns is the E. & B. Holmes Machinery Co.

Adds Stave Plant to Shingle Mill

Tatum and Thompson, Glenville, Ga., have just completed the addition of a stave mill to their present shingle mill. The mill employs about twenty men at present. In addition to this mill, Glenville has operating full time, two sawmills, two other stave mills and one shingle mill.

When Trade Practices "Within the Law" Become Unfair Competition*

Violations of Trade Practice Agreements May Be Termed Unfair Competition by Federal Trade Commission—Increased Power Sought by Commission to Enforce Such Agreements.

A new factor in the conduct of American business, a new instrument in the relation between government and industry, has taken form so rapidly during recent months that it gives promise of becoming the most important element in maintaining free competition and the stability of the independent business unit.

The trade practice conference, when first introduced by the Federal Trade Commission, was considered largely as a sort of public file case where an industry could put on record its own particular code of ethics or ideas of fair play. From the governmental standpoint it was looked upon as a way in which the commission could turn the trade's attitude toward practices which might be considered unfair, could call the attention of an industry to practices which should be corrected, and could use "moral suasion" to correct trade abuses before proceeding formally against individual violators.

Federal Trade Commission Called Upon for Co-operation in Correcting Trade Practice

But very few visioned the extent to which American business appears to be calling on the trade practice conference to control all sorts of practices. At first the trade practice conference dealt only with practices which were palpably unfair and hence illegal. It was simply a wholesale way of dealing with violators. Recently, however, different groups of industries have sought to use the trade practice conference to correct practices which obviously are not in violation of any law. In fact, some of the practices sought to be restrained are elements of free competition very close to those sought to be preserved by the authors of the anti-trust laws.

Questions Put to Chairman of Federal Trade Commission

Is the trade practice conference a way to get around the anti-trust laws? Is it going to preserve competition or stifle it? To what extent can business legitimately use the trade practice conference to curb practices which are not illegal? What are the aims of the Federal Trade Commission in relation to its interpretation of the proper methods of competition? Should the anti-trust laws be revised to conform to the so-called new idea of business?

These questions were presented to Abram F. Myers, chairman of the Federal Trade Commission. Mr. Myers does not favor modification of the anti-trust laws nor any slackening in their enforcement. He believes that the trade practice conference will strengthen and uplift American industry, that there will be a gradual widening in the conception of the term "unfair methods of competition," and that the commission's powers for approving and enforcing rules adopted by trade practice conferences will gradually be strengthened under existing law. The conference, as he sees it, is not a means by which the majority in an industry can prevent the minority from doing things which are not illegal, but it is a device for securing the judgment of the majority of the industry in interpreting existing law and for preventing the bad practices of a minority from lowering the ethics of the entire trade.

Results of Trade Conferences With Various Industries

Examples of how this conception is taking form are seen in the resolutions adopted by trade practice conferences under the auspices of the Federal Trade Commission, which have been held in recent months. The flat glass industry, for instance, described as an unfair practice, "the selling of glass without profit, for the purposes, directly or indirectly, or with the effect, of furthering the sale of some other product," and the same industry also condemned "the practice of certain manufacturers and sellers of shipping quantities of merchandise into territories outside their particular territories, and of selling such merchandise below the general market prevailing in such other territories into which shipments are made."

The cottonseed oil industry laid down a maximum scale of commissions for buying seed and declared that higher commissions constituted an unfair method of competition. The millwork industry adopted "as a cardinal principle that there shall be no discrimination between purchasers of like amounts and conditions in the same territory, and that where published prices are issued by any member, same shall set forth plainly the price and terms and conditions, and that such published prices shall truly represent the sales price in all cases where the goods sold and the quantities and conditions and terms are set forth in consignor's current price schedule."

The hickory handle industry declared unfair the sale of handles which were not marked or which were improperly marked in accordance with the grades previously drawn up by the industry in co-operation with the Division of Simplified Practice of the Department of Commerce, the latter a purely voluntary proposition. The grocery industry is making an attempt to use the trade practice conference to prevent manufacturers from giving chain stores better prices than independent groceries.

Commission "Putting Teeth" in Trade Practice Resolutions

At the start of the trade practice conference procedure the Federal Trade Commission began dividing the trade's resolutions into two groups, one dealing with practices definitely unfair and therefore illegal and which the commission proposed to enforce in the future, and the other dealing with practices which the commission neither approved nor disapproved but accepted merely as expressions of the trade and published to assist the promulgation of the trade's own code of business ethics. Occasionally there was a third group embracing resolutions which the commission deemed contrary to public policy and refused to tolerate under any conditions.

Now, however, the commission has taken steps to put teeth into this second group of resolutions. The innovation came with the commission's recent approval of the resolutions of the cottonseed oil conference, in which the commission approved of the resolution reading: "That the clandestine violation of any of said resolutions, those accepted by the Federal Trade Commission merely as expressions of the industry as well as those approved by said commission, shall be deemed unfair methods of competition."

Subscribing to Trade Practice Resolutions Considered Binding

In discussing this new departure of the commission, Chairman Myers said:

"The commission, at first uncertain of its powers, could devise no better plan than for an industry against which definite complaints of law violation had been made, to assemble and resolve against the practices complained of, to the end that the industry might merely conform to the strict letter of the law. Such conferences were known by the almost unintelligible title of 'Trade Practice Submittals.' It is only within the last year or so that the title was changed to conform to the fact of the procedure. Resolutions are now regularly received which are directed at unethical and uneconomic practices which have never been held violative of the law by the commission or any court. When the members of an industry openly subscribe to such resolutions, and lead their competitors to believe that they intend to be governed

* Reprinted through courtesy of *Southern Lumberman*.

thereby, they are morally bound to do so. Indeed, the secret violation of such resolutions by one who has openly subscribed thereto would seem to be the height of unfair competition."

An interesting discussion of the subject, contained in a pamphlet entitled "The Huddle System" recently published by the Whaley-Eaton Service of Washington, laid particular emphasis on the fact that this second group of resolutions deals with unethical and uneconomic practices, with practices which are not against existing laws and which would be difficult to bring within the law, but which, on the whole, are bad for industry, are wasteful, predatory, disruptive, and characteristic of the cut-throat methods of jungle competition which American industry is trying to outgrow. The competition which the anti-trust laws sought to maintain was not this jungle competition but the right of the independent business man to remain in business by fair methods, and this, according to Mr. Myers' theory, is what the trade practice conference, in its new conception, is also seeking. The examples already quoted show the sort of unethical and uneconomic practices which the conferences deal with and which the new rule of the commission seeks to prevent through the application of the powers already existing in the commission's authority to stop "unfair methods of competition."

To quote from the Whaley-Eaton pamphlet:

"Thus we see that industrial groups are now encouraged to enter into 'binding' agreements, under the auspices of the government, not to sell below cost, not to 'dump' goods in their competitor's bailiwick, to adopt a schedule of uniform commissions paid to distributors, and to adhere strictly to published price lists. It is really not exaggerating to say that not many years ago the parties to such agreements, if discovered, would have been accused of conspiracy in restraint of trade and efforts would have been made by the Department of Justice to fine or jail them.

Preservation of Real Competition is Aim of Commission

"The commission feels, however, that it is doing no more than to follow the specific directions of the Clayton Act. The position is apparently assumed that, by the elimination of 'jungle competition,' real competition may be preserved and the independent unit in business be permitted to live; that the urge towards bigger units is milked of its compelling force. It may be observed here, also, that we have a very different situation from that obtaining in the days when anti-trust talk was so rampant, for the power of large scale purchasing is now so great that the producer must eliminate certain elements of competition if he is to combat it on equal terms."

New Ruling Has Met Criticism and Praise

The new rule has met wide criticism as well as praise, but its friends point out that there is nothing harmful or radical in the rule when the significance of the word "clandestine" is realized. This means that when a business man or corporation publicly agrees to refrain from certain unethical and uneconomic practices it is in itself an unfair method of competition to secretly violate this agreement, even though the agreement itself does not deal with practices which are unfair under the law. If a man regrets having joined the agreement and wishes to withdraw, he should do so publicly and let his competitors and customers know of the fact, it is contended. Those who withdraw or those who refuse to sign agreements as to unethical and uneconomic—but not illegal—trade practices, may continue their jungle methods of competition without legal restraint, as matters stand at present.

"Tinkering with the anti-trust laws might do more harm than good," said Mr. Myers, "and the laws as they now stand give sufficient room for business to co-operate for efficiency while maintaining a guard against oppressive monopolies.

"The anti-trust laws were passed at a time when there was a well-grounded fear that monopolies would crush out independent business men and have the public at their mercy. The combinations at which they were aimed were not organized to effect economy, promote efficiency, or achieve integration. The anti-trust laws were not intended to prevent trade association activities or co-operation between members of an industry to promote healthy stabilization and to eliminate unethical or uneconomic practices. If business men complain that our laws hamper combinations while European countries permit the growth of huge industrial consolidations, they should remember that American business is protected by a tariff which largely shuts out foreign competition and makes domestic competition more imperative, and also that in most European countries there is a degree of government regulation of business details which would not be tolerated in this country.

Anti-Trust Laws Not Intended to Cramp Normal, Orderly Business Expansion

"The anti-trust laws do not cramp the normal, orderly expansion of business. They do not prevent the consolidation of independent units for the promotion of efficiency of production and economy of distribution. The Supreme Court has twice held that the Sherman Act does not prohibit the merging of competing plants for sound business reasons, regardless of the size of the resulting combination, so long as the power acquired is not used to oppress competitors or to exploit the public.

"Neither have the anti-trust laws prevented that degree of co-operation among independent business men which promotes stabilization and yet falls short of price and territorial agreements. The growth of trade associations has been amazing. Their rights have been clearly defined. There is no opposition to them on the part of the government so long as they do not overstep bounds which all of us will agree are proper and necessary. In their application to co-operative efforts in industry, there is no need for a change in the anti-trust laws, unless it be to legalize price agreements and divisions of territory which would eliminate all competition. That would involve such a fundamental change in the public policy of the United States as would engender doctrines and policies foreign to every conception of American ideals

Not All Competition is Good

"The competition which the anti-trust laws would preserve is not the jungle competition which the critics of those laws imagine. The anti-trust laws recognize that not all competition is good, and that unrestrained competition is bad. They have been as often invoked for excesses of competition as for the suppression of competition. The test of the legality of a corporate combination is not the amount of inter-company competition that is suppressed, but whether the competition it affords is fair or oppressive. And the Federal Trade Commission Act has for the main purpose the prevention of unfair methods of competition in interstate trade and commerce.

"It is on the proper interpretation of the words 'unfair methods of competition' that the ultimate reconciliation of the proper needs and aspirations of business with the law depends. The commission has, and was intended to have, a wider field of usefulness than the mere prosecution of individuals and concerns for the use of unfair competition. Also it is clear that the language of the statute is not to be limited to common law definitions. It is the formula whereunder the commission may and does co-operate with industry, through the trade practice conference procedure, in writing codes of ethics which are bringing about that degree of proper and desirable stabilization compatible with American institutions and ideals.

Adjustment of Business With the Law Possible Through Conference and Co-operation

"So far as possible the adjustment of the aspirations and needs of business with the law will be accomplished through conference and co-operation. Competition is to be preserved and the undue concentration of economic power avoided by encouraging and approving that degree of co-operation between independent business which will enable them to survive the competitive struggle and remain independent.

"Care in the pricing of products and the avoidance of secret departures from prices openly established will be favored to the end that industry may not be plunged into price wars to their impoverishment and demoralization. As in the past, the use of approved methods of cost accounting will be urged. The adoption and adherence to a firm price policy will be encouraged. Such a policy is in keeping with Section 2 of the Clayton Act and is justified on other grounds as well. The products of one industry are the raw materials of another, and discrimination between competing concerns in the matter of prices on necessary materials, not based on differences in quality or quantity, will in the end give rise to the very evils which it is the purpose of the anti-trust laws to prevent.

"I firmly believe that under such a system competition would continue to be the great regulator of our domestic economy. There would be no decrease, but a marked increase, in the steady march of progress. The struggle for greater efficiency, for the elimination of waste, and for fixing standards of quality would continue with renewed vigor. Prices would be fixed not in concert, or by agreement, but by each industrial unit acting singly, and they would reflect the relative efficiency and individual policy of each concern."

Pitch Pine Products Corporation to Manufacture Own Barrels

The $100,000 plant of the Pitch Pine Products Corporation, Tampa, Fla., now under construction, will give to that city a new industry based on the distillation of a variety of wood products from pine stumps and other dead wood. Construction was started August 15th, concurrent with an announcement of the completion of the organization by D. C. Gillett, president and treasurer. All buildings are practically completed and foundations are being laid for the twenty kilns. Buildings include a retort building, refinery, cooperage, boiler room, machine shop, sawmill and office.

The plant will have an annual output capacity of 300,000 gallons of turpentine; 100,000 gallons of pine oil; 100,000 gallons of coal tar oil; 1,500,000 gallons of tar, and 75,000 bushels of charcoal. Each retort will handle two and a half cords of wood every 24 hours.

J. E. Rogers is vice-president and P. B. Mott, secretary. Sid B. Luce is superintendent and R. C. Holtzclaw, chemical engineer.

Elected Vice-President of Lake Ontario Country Association

Fred A. Read, head of the Albion (N. Y.) Liner Co., and vice-president of F. A. Read, Inc., has been elected Orleans County vice-president of the Lake Ontario Country Association, a regional affiliation for the promotion of the common interests of the counties bordering on Lake Ontario. Mr. Read's plant manufactures corrugated caps, basket and barrel liners and other fruit-packing equipment, Albion being selected as the site because of its favorable location in the western New York fruit belt.

Cooperage Company Incorporated

The Klausner Cooperage Co., Cuyahoga Falls, Ohio, has been incorporated with a capital of $200,000 to do a general cooperage business.

More Optimistic Outlook for Louisville Cooperage Trade

Barrel and Keg Manufacturers View Coming Year With Greater Enthusiasm—Limited Woods Operations Will Strengthen Market

The death knell of the year 1928 was no occasion for despondency on the part of the cooperage industry of Kentucky, or the South, whereas the turn into 1929 gives rise to the belief that things may be better, and the industry is looking forward with greater optimism to the future. Competition for business during 1928 was keen, plants were seldom operated at even near capacity, and business was accepted at figures that were unsatisfactory over most of the year, and low figures prevailed at all times.

More Profits Must Be Made By Coopers During 1929

It has been said that with a margin of just ten cents a package greater than that procured some companies would have made money, whereas in the final analysis under the conditions that did maintain, they will find they just about swapped dollars over the year. One cooperage manufacturer recently remarked: "Ten cents doesn't look like a whole lot, but if we had secured just ten cents more on every package we sold during the 1928 season, we would have closed the year many thousands of dollars better off than we are. It looks like everyone figures how cheaply he can sell instead of how much he can make and still operate under legitimate profits."

Lowered Production Costs Do Not Necessarily Have To Mean Lowered Prices

This is very true, but still a cooperage company will install expensive equipment in order to reduce production costs, and then instead of saving the increased earnings, it will turn around and give the margin to the customer in order to increase volume, and merely make his competitors break down their production costs to meet the competition, and the improvements have helped no one but the consumer.

Good Management Is Of Prime Importance During 1929

If barrel and keg manufacturers would just absorb the lesson of larger margins, business could be transacted during 1929 on a much more profitable basis than was the case in 1928. Of course, the past year was not an especially satisfactory one, the seasons having been rather mixed up. In this section the slack barrel business was considerably below normal, due to the first crop of potatoes being very late, resulting in buying prices being so low that they were not shipped until some weeks after harvest time, and then were shipped in sacks, instead of barrels. The largest apple crops in years brought such low prices that there was very little package demand developed. The pickle crop was somewhat off, and kraut production in this district didn't take as many packages as had been expected, as cabbage was cheap everywhere, and business was widely scattered. The cotton crop ran about normal, at something over 14,000,000 bales, which means that there is enough seed being crushed this year to create a fair demand for cooperage.

Demand for Larger Barrels

Since prohibition the size of the standard barrel has become larger, the standard today running 48 to 50 gallons, whereas back before the war distillers in most cases desired packages of 45 to 46 gallons. For one thing their warehouses were designed for racking the smaller package, and they had trouble in handling larger containers. Again customers in buying warehouse receipts for five barrels preferred buying about 225 gallons, to buying 250 gallons.

Outlook for Firmer Prices Very Favorable

Producers claim that while package prices for 1928 were not quite so good as for 1927, they also believe that 1929 prices may be a trifle higher, pointing out that heading is up three to four cents a set at the close of the year and that staves are up 5 to 7½ cents a set. If there was package demand, prices would be forced up on account of higher prices for material and shortage of material. However, there has been some increase in production, and it may be that prices will not continue higher on staves and heading.

Tobacco Industry Has Had Good Season

The tobacco industry of Kentucky has had a good season, the crop being about 33⅓ per cent. larger than that of last year, and requiring a good many hogsheads in handling. Prices are the best obtained during a nine-year period, with high grade burley averaging around 33 to 36 cents a pound, and lesser grades from around 24 cents upward; while even dark tobacco in Western Kentucky is averaging 12 to 13 cents a pound.

How Louisville Coopers View the Situation Today and Prospects for Coming Months

J. N. White, president of the Louisville Cooperage Co., remarked that he does not believe final figures for the 1928 season would show up as well as those of the 1927 season. December business proved very quiet, and January and February are not expected to be much better. After that things should begin picking up a trifle.

Arthur Herb, of the Atlantic Tank & Barrel Co., stated that things had been quiet over the latter part of December, as is always the case. Mr. Herb is just back from a short holiday trip to the East. Prospects for 1929 are more than fair.

The Future of the Naval Stores Industry and What it Means to Barrel Manufacturers

1928 Production May Exceed 2,000,000 Barrels—Outlook for Coming Season Very Bright—Interests of Wooden Barrel Well Worth While Protecting in This Trade

By the Wooden Barrel Booster

In 1927, prices of naval stores were high and production was pushed to the utmost. New timber tracts were exploited, and in many cases young trees, that should have been allowed to grow for several years untouched, were "bled," to the great detriment of their future usefulness. The result was overproduction and lower prices. In 1928 production was not pushed so strenuously, and the output is said to be 20 per cent. less than that of 1927, but as the big users of turpentine and rosin, taught by last year's slump in prices, are not buying except to supply their immediate needs, stocks on hand are nearly as large as they were last year at this time. This is a curious anomaly, an output 20 per cent. less than normal and prices 9 per cent. less than those of last year, and stocks nearly as large as they were when the output was larger.

Active work in the naval stores forests begins about the first of April, when the cups are attached to the trees. By the first of November the turpentine has almost ceased to drip into the cups, and the production during November and December is mainly confined to the half dried materials scraped from the scarified surfaces of the trees. This "scrape," however, amounts to about 12½ per cent. of the entire production of rosin, and 8 per cent. of the turpentine.

1928 Naval Stores Production May Reach 2,250,000 Barrels

Although the season was practically closed at November 1st, accurate figures as to the year's output are not yet available, but it is estimated that the 1928 season's crop may run as high as 550,000 barrels of turpentine and 1,700,000 barrels of rosin, which should certainly mean that some work was done by the barrel makers, for almost all of the turpentine was really barreled, while, in spite of much advertising of the sheet steel barrel, and some futile attempts to use it, the wooden barrel is still recognized as the standard package for rosin.

Cost of Production in Naval Stores Industries

Naval stores people have established one barrel of turpentine and 3⅓ barrels of rosin as a "unit" on which they figure their costs. In 1925 the cost of producing such a unit was $96.27, while the cost for the same production in 1928 was only $65.89, a saving of $30.38 per unit, which would seem to indicate that somebody's wages suffered. Due to this reduced cost of production it appears that the naval stores people, in spite of their diminished production, have operated at a profit, but this applies only to those who obtain their supplies from the drippings of freshly scored trees.

There are in the South some half a dozen plants that obtain turpentine and rosin from the stumps and roots of pine trees gathered from cut over lands. It is estimated that in 1928 these plants produced 430,000 barrels of rosin and 70,000 barrels of turpentine. It appears that these operators have not been able to reduce their costs of production, and have been losing money this year, and only worked because they would have lost more money if they had closed down.

Operators are Optimistic as to Future of Industry

Although some of them lost money during the past season the naval stores people are highly optimistic. They say that a late spring would postpone the opening of the next season, and there would be a general rush of buying, with improved prices, that trees that have been tapped while too young will produce but little in 1929, and that after their recent experiences they will not again be so hasty about exploiting additional forest tracts, and so the present depression in their industry will be followed by increased prosperity.

Keep the Wooden Barrel to the Front for Naval Stores Shipments

The fact that one industry should, in a season when its production is small and prices low, use two and one-quarter million barrels would seem to indicate that the interests of the wooden barrel for naval stores are well worth while protecting.

The cooperage industry may learn something from the experience of the naval stores people. Never let a temporary rise in prices mislead you into overstocking your market, or to impairing your resources by cutting timber that could more profitably be allowed to stand.

Rosin Barrel Still Holds Command Among Consumers

Apropos of the agitation in naval stores consuming fields for a net pound weight basis, and in certain quarters, the advocacy of the sheet steel drum as a container for rosin, it is interesting to note the report of R. O. Walker, chairman of the Rosin Marketing Committee, before the October convention of the National Paint, Oil and Varnish Association, held in Detroit. The report clearly indicates that consumers of rosin do not believe a change of container will solve the weight problem. Mr. Walker's report reads:

"Your representative on this committee was unable to attend the Naval Stores Convention but our associations were represented by Mr. R. W. Hafner of the Standard Varnish Works. Mr. Hafner reported as follows:

"'Our conclusions, after a most thorough study of conditions, were that it would be unwise to present the chart which Mr. Walker proposed; first, because the question of billing is a matter of calculation and consumers could make their calculations as preferred, figuring the tare on whatever basis their experiences showed them to be (we found this averaged from 16 per cent. to 20 per cent.) and, secondly, the change in billing would not alter present conditions and the matter of getting sellers to think of rosin on the pound basis through this means of billing was not considered of importance, but rather that we should confine our efforts along the line of standardizing the present barrel and working out with the producers' committee a definite plan whereby rosin could be sold on the basis of so-much-per-pound.

Difficult to Determine Tare Weight Under Present Production Methods

"'This is a problem which I do not think can be solved in a short time but will necessitate a radical change in the methods of marketing naval stores. My own opinion is, that the time is not far off when all rosin and turpentine will be distilled at a central still and when this condition exists, there should be no reason for not selling rosin on the net pound basis. However, in order to understand some of the problems, it is necessary to realize that out of approximately 1,200 producers, 1,100 produce the majority of the crop in small quantities under the most crude circumstances, the stills being located in the woods away from many facilities, and the operator securing his barrel staves from the nearest woodworking mills. The rosin and turpentine are then filled into the barrels without being weighed or gauged and forwarded to the yards for the account of the factor where the rosin is weighed and graded, the factor then sending to the operator an accounting, crediting him for the material shipped. You can readily see how impractical it is to determine the tare weight; as, in the first place, the operator has no scales and does not know, except approximately, how much rosin and turpentine he has shipped until he receives the information from the factor. Even if he did have scales at the still it would be very difficult to trace a difference in weight because the identity of the operator is lost after the barrels are delivered to the yard and graded, and secondly, the question of moisture in the wood at different times of weighing would develop considerable discrepancy.

"'A solution of many of these problems may be a metal container but this also presents many other problems. The committee, therefore, drew up a paper which was presented at the conference as follows:

"'The Consumers' Committee, representing the paint and varnish, soap, paper and paper size industries wish to express their appreciation of the progress made by the naval stores industry in improving the container of rosin and adhering practically to the Savannah and Jacksonville Board of Trade's regulations in this respect.

"'We feel, however, that while considerable progress has been made in this matter, your industry should further diligently endeavor to improve the packages in which rosin is sold, so that the buyer will realize in the near future the ultimate goal of the standard barrel, whether of wood or steel, which will permit this commodity to be sold on a net pound basis.

"'This committee, therefore, recommends for consideration the following:

"'That the present committee, representing the naval stores producers, be continued, to investigate further the possibilities of rosin being sold on a net pound basis, and that this committee work in collaboration with the consumer committee.

Recommends Continuation of Standardization Efforts

"'Furthermore, that the naval stores' committee continue its good work of standardizing the present barrel until such time that a standard barrel or drum is developed in which rosin can be offered for sale on a net pound basis. Also that this committee continue its educational program which will be of mutual benefit to producers and consumers.

R. W. HAFNER,
For the Consumers' Committee.'

"A resolution was thereupon adopted by the conference endorsing the work of this committee and continuing the committees as now constituted for another year."

Asks for Co-operation of Naval Stores Consumers

"Your committee would appreciate it if every buyer of rosin in our association would take the tare of at least 5 per cent. of all rosin received. The rosin should be well scraped from the staves and the staves and hoops carefully weighed and a report of the gross weight and the tare should be made every month to your committee. In this way it can be determined whether any improvement is being made in the package or not. In the past there has been a wide variation and if this is being corrected, we can only know it by receiving the information from the consumer, if your committee is to make any real progress. The members of our association must show more interest in this subject in the future than they have in the past, otherwise we feel that our time will have been wasted."

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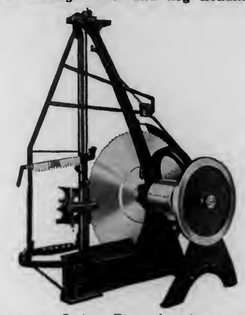

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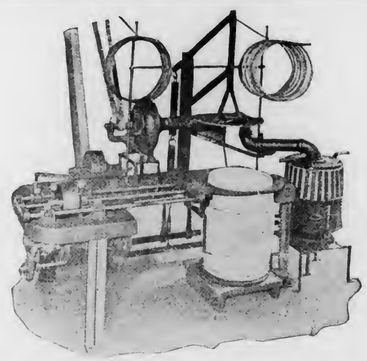

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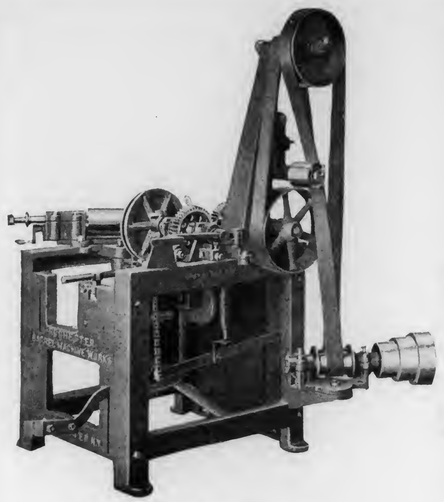

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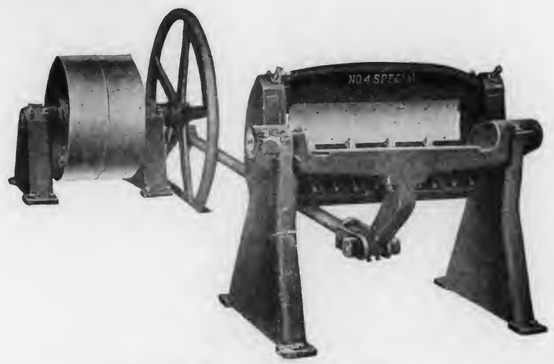

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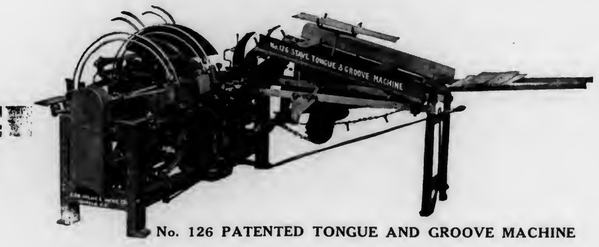

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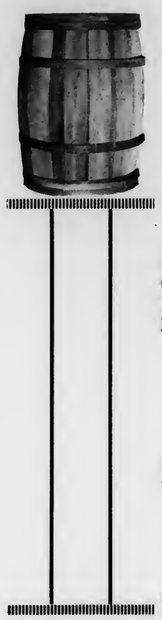

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SLACK BARREL MAKERS AND BARREL STOCK

Colwell Cooperage Co., New York, N. Y. ..... •
Greif Bros. Cooperage Co., Cleveland, Ohio 16
Heidt & Son, C., Jersey City, N. J. 4
Jacobs Cooperage, K. W., Milwaukee, Wis. 5
Jerry & Co., Stephen, Brooklyn, N. Y. 4
Noble, Wm. K., Ft. Wayne, Ind. ..... I. F. C.
O'Donnell Cooperage Co., N. and H., Philadelphia, Pa. 25
Skuse's Cooperage, Rochester, N. Y. 26

SLACK BARREL STOCK (Manufacturers or Dealers)

Boone Cooperage Co., Memphis, Tenn. 3
Henning, Inc., E., Chicago, Ill. 4
Murray, C. E., Decherd, Tenn. 16
Noble, Wm. K., Ft. Wayne, Ind. ..... I. F. C.
Pennoyer Co., J. C., Chicago, Ill. 3
Struthers-Ziegler Cooperage Co., Detroit, Mich. 13
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. 16
Wineman, Jr., Henry, Detroit, Mich. 3

SLACK COOPERAGE STOCK (Manufacturers and Dealers)

Bartlett, O. L., Mound City, Ill. 26
Boone Cooperage Co., Memphis, Tenn. 3
Colwell Cooperage Co., New York, N. Y. ..... •
Fields-Latta Stave Co., Dyersburg, Tenn. 26
Greif Bros. Cooperage Co., Cleveland, Ohio 16
Henning, Inc., E., Chicago, Ill. 4
Jerry & Co., Stephen, Brooklyn, N. Y. 4
Murray, C. E., Decherd, Tenn. 16
Pennoyer Co., J. C., Chicago, Ill. 3
Powell Cooperage Co., Memphis, Tenn. 13
Sheahan Co., B. C., Chicago, Ill. 25
Skuse's Cooperage, Rochester, N. Y. 26
Smith Lumber Co., W. T., Chapman, Ala. 3
Struthers-Ziegler Cooperage Co., Detroit, Mich. 13
Sutherland, Innes Co., Ltd., Chatham, Ont. 26
Vail Cooperage Co., Ft. Wayne, Ind. 26
Van Aken Cooperage Co., C. M., 141 Broadway, New York, N. Y. 16
Wineman, Jr., Henry, Detroit, Mich. 3

STAVE AND HEADING MACHINERY

Gerlach Co., The, Cleveland, Ohio ..... I. B. C.
Holmes Machinery Co., E. & B., Buffalo, N. Y. ..... F. C.
Oram Co., The John S., Cleveland, Ohio 14-15
J. C. Pennoyer Co., Chicago, Ill. 3
Rochester Barrel Machine Works, Rochester, N. Y. ..... B. C.
Trevor Manufacturing Co., Lockport, N. Y. ..... I. B. C.

STEEL AND WIRE HOOPS

American Steel and Wire Co., Chicago and New York 5
Henning, Inc., E., Chicago, Ill. 4
H. Paduart, Sartrouville, France 26

TIGHT BARREL MAKERS AND BARREL STOCK

California Barrel Co., San Francisco, Calif. 13
Chickasaw Wood Products Co., Memphis, Tenn. 4
Hudson & Dugger Co., Inc., Memphis, Tenn. 16
National Cooperage and Woodenware Co., Peoria, Ill. 4
Pittsburgh Barrel and Cooperage Co., Pittsburgh, Pa. 26
Southport Corporation, New Orleans Bank Bldg., New Orleans, La. 4
Sutherland, Innes Co., Ltd., Chatham, Ont. 26
Welti & Bro., A. M., Cleveland, Ohio 26

TIGHT COOPERAGE STOCK (Manufacturers or Dealers)

Coleman Co., Wm. H., Jackson, Tenn. ..... I. F. C.
Colwell Cooperage Co., New York, N. Y. ..... •
Harlan-Morris Mfg. Co., Jackson, Tenn. 26
Hennen Cooperage Co., The, Lake Providence, La. 26
Henning, Inc., E., Chicago, Ill. 4
Krafft Cooperage Co., St. Louis, Mo. 26
Ozark Stave Co., Chicago, Ill. 26
Pennoyer Co., J. C., Chicago, Ill. 3
Sheahan Co., B. C., Chicago, Ill. 25
Sigman, M. L., Monticello, Ark. 4
Southport Corporation, New Orleans Bank Bldg., New Orleans, La. 4
Sutherland, Innes Co., Ltd., Chatham, Ont. 26
Wilson Stave Co., W. W., North Little Rock, Ark. 5

TIGHT STAVE MANUFACTURERS

Henning, Inc., E., Chicago, Ill. 4
Sigman, M. L., Monticello, Ark. 4
Southport Corporation, New Orleans Bank Bldg., New Orleans, La. 4
Sutherland, Innes Co., Ltd., Chatham, Ont. 26
Wilson Stave Co., W. W., North Little Rock, Ark. 5

The National Coopers' Journal

FORTY-FOURTH YEAR | Philadelphia, February, 1929 | $2.00 PER YEAR VOL. XLIV, No. 10

Produce Shipping Season at its Height in Louisiana

New Orleans and Country Shops Busy Caring for Growers' Needs—Demand From Other Industries Good—Molasses and Syrup Cooperage Going Strong

The vegetable shipping season is now at its height, but still there are not as many produce barrels being used in this city as there were six weeks ago. The reason is that the country shops are now in operation to accommodate the farming trade. A good many vegetables are still being shipped from New Orleans, but still more are being shipped from the smaller towns, such as Raceland, Kenner, St. Rose and LaPlace, that are located in the garden belt, where they prefer to buy their barrels locally, instead of sending to the city for them.

Need for Standardization of Produce Barrels

One of the obstacles in the way of the barrel is that its various sizes are not standardized, and do not hold specified quantities. Many of the shippers, however, overcome this difficulty by buying barrels in any sizes that are offered, and then, when they are filled, stamping them with the number of bunches of green onions, or other vegetables, which they contain.

One-bushel Tub Barrel Should be Pushed to Meet Competition of Folding Crate

One of the competitors of the barrel that is gaining ground is the folding crate, which when emptied can be folded into small space and returned to the shipper. The proper package to meet this competition is the small tub, holding one bushel, such as was described by Mr. Voll at the last meeting of the Cooperage Association. These packages, which are sadly needed by the trade here, could be nested for return shipment, that is if any of them were returned. It is probable, however, that but few of them would be returned. A one-bushel tub would be so handy for use for many purposes around a market or grocery, that the buyers would rather buy and keep them than return them to the shipper.

One-bushel Tub Barrel Also Desirable for Peaches

Louisiana is not an apple growing State, nor has it produced peaches in commercial quantities until last year, when the peach crop amounted to 211,000 bushels, or nearly three times as many as were marketed in any previous year. From the number of young peach orchards in the State it seems probable that the crop for the coming season will be proportionately increased. These peach orchards, however, are a little outside of the trade territory of the New Orleans coopers. Let the men, if any such there be, who are interested in the marketing of the one-bushel, tub-shaped package, made of No. 2 staves and heads, look up the possibilities of this trade. The man who can not at once see the merits of this package as a container for peaches has never handled many carloads of peaches in baskets.

Good Demand for General Lines of Cooperage

A good many syrup and molasses barrels are now being used, and the demand for barrels for cottonseed oil products is also good.

Since the Standard Oil Co. adopted the steel oil barrel, the wooden barrel for oil seems almost lost in the shuffle, but still the demand is said to be good, while there are some very good orders coming in for barrels for roofing paint, which is a product of the oil refineries.

The Big Chief Refining Co., of El Dorado, a firm composed of Texas and New York capitalists, is now building a million dollar refinery practically in the suburbs of New Orleans. It is said that the plant will be ready for operation by August of this year. Its principal output will probably go into tank cars and tank steamers, but for its by-products it is certain to use a great many barrels of some kind. Whether these barrels will be of wood or of steel depends largely on the promptness and efficiency with which the cooperage people lay the merits of the wooden barrel before the managers of the enterprise.

Five Louisiana Alcohol Companies Merge

There has recently been a merger of five great alcohol plants, the Federal Products Co., at Westwego, opposite New Orleans, the Rossville Company, Orange Grove Refining Co., Seaboard Chemical Co., and the Industrial Chemical Company. The new company will be known as the Rossville Commercial Alcohol Corporation, and its headquarters will be in New York. Victor O'Shaughnessy will be its president, while Maurice Levin, the head of the Dunbar Molasses Co., of New York, will be the chairman of the board. The company's allotment from the government will be 11,100,000 gallons.

All of these plants that have entered the combine have in the past used some barrels. Is there not some way of interesting the managers of this great combine in the wooden barrel?

American Molasses Company's New Owners Will Enlarge Alcohol Plant

Another New Orleans alcohol plant, one of the largest in the country, has recently changed owners. The American Molasses Co., of New York, has purchased the plant of the General Alcohol Co., in this city, the consideration being, it is said, more than $1,000,000.

It is said that the purchasers contemplate the expenditure of large sums in enlarging the plant, and in adding to their facilities for importing molasses from Cuba. The plant under the new ownership will be under the direction of Walter Trautman and Joseph E. Schwarz, of New Orleans, both of whom should at once be apprised of the merits of the wooden barrel.

Cooperage Trade Should Give More Consideration to Water Transportation

An examination of the records of river transportation companies for eleven months of the year 1928, which is as far as they are available, shows that only 335 tons of cooperage and stock were received in New Orleans by water in that time. This would be only about fifteen carloads, a very small part of the stock actually shipped here, and it would appear that the cooperage mills do not appreciate the fact that the freight on these water shipments is 20 per cent. less than on all rail shipments. A few years ago coopers located their plants on some railroad side track, and desired shipments made by rail, but now they all have motor trucks, and, wherever they may be located, are ready and willing to receive water shipments. If the stave and heading mills do not care for a trifle like the saving of 20 per cent. on freight, let them ship by water anyhow, and pass the saving on to the consignees. The coopers will appreciate it.

Heavy Shipments of Tobacco in Hogsheads

Over twelve thousand tons of tobacco were received in this city by water during those same twelve months, and almost all of this seems to have been shipped in hogsheads. The number of these enormous containers seen along the harbor front would seem to indicate that somebody is enjoying a boom in this trade. Louisiana's tobacco crop for 1928 amounted to 405,000 pounds. A good many hogsheads and some barrels were used in handling this crop, but not as

many as there should have been. Nobody seems to be looking after this trade.

Celotex Company Enters Sugar Field

Strange to say, one of the most important recent developments in the sugar business in this State was the work of men not primarily interested in sugar itself, but in one of the by-products, the bagasse, or dried cane fibre from which the sweet juice has been extracted. The Celotex Company turns this waste fibre into wall board, and to insure a large supply of raw materials the officers of the concern have organized the South Coast Company, Inc., of New Orleans. This new concern has bought in four great sugar plantations, the Georgis, Oaklawn, Ashland and Lower Terrebonne, having an aggregate of 39,603 acres, and with mills having a grinding capacity of 5,000 tons of cane a day. The organization of this production unit is expected to mark a great advance in the sugar production in this State, for under the plan of organization operating costs will be reduced by efficient management that would not be possible in the case of a single plantation. All four of the plants in this combine have in the past been good buyers of cooperage stock, and it is to be hoped that they will become barrel users on a much larger scale under the new united management.

New Cooperage Corporation at Jackson, Tenn.

The Jackson Cooperage Company, Jackson, Tenn., has filed articles of incorporation with a capital stock of $60,000. The principal interests in the new concern reside at Paducah, Ky., where they have been engaged in business for many years. They are: J. A. Seaman, B. M. Seaman, and B. C. Kilgore. They will specialize in the manufacture of oil and wine shooks for the export trade and also manufacture staves and headings. It is understood the new plant will be in operation soon after the first of the year.

Eckhardt Stave Company Organized

Formation has been announced at Monroe, La., of the Eckhardt Stave Co., Inc., with capital of $15,000. The concern's mill is at Winnsboro, and will have an output of from two to three million staves a year. H. C. Eckhardt heads the organization, but it is strictly a family concern, the other stockholders being W. W. Eckhardt and Mrs. Mary S. Eckhardt. Offices will be maintained at Monroe.

Making Heading and Staves

The Paris Heading Company, Paris, Ark., has started the manufacture of heading and staves.

The Southern Roller Stave and Heading Company, Elizabeth City, N. C., has incorporated with a capital of $100,000.

Business Among Louisville Coopers is Normal for This Period of Year

Volume of New Orders Not Large But General Feeling in Trade is Encouraging—Stave and Heading Market Shows Improvement

Although new business is not especially good, and running time of cooperage plants in this section could be materially improved, still there is a little better general feeling in the market. For one thing staves and heading are stronger. The larger producers who have material in hand feel that when the market is stronger it indicates greater prosperity, as it prevents price cutting.

Keg Stock Buyers Holding Up Orders

Keg material today is invariably made up from cut offs, or cull stock. It is claimed that right now there is normal buying of staves and heading for current requirements, but that there is very little buying for the future. The consumers of material are apparently willing to drift along until they really need stuff in quantities, before ordering.

Normal Demand for Barrels and Kegs

There has been normal demand for barrels and kegs. Of course the mid-winter normal is light, and reports indicate that plants in the Ohio Valley are not producing more than one-third to one-half of their capacity. Prices are firm, there having been no reductions quoted over the quiet period.

Slack Barrel Business Not Up to Expectations

The slack barrel business continues slow, there being relatively a small demand. A few orders are being placed for flour, poultry and produce barrels, but consumption has been light. The chain grocery method of marketing package goods in so far as it is possible to do so, is hurting the cooper.

Louisville Cooperage Co. Moves Kentucky Mills

The Louisville Cooperage Co., of Louisville, Ky., on December 22, cut out the last timber it owned in eastern Kentucky, and moved two or three mills to Tennessee property. One mill is still in eastern Kentucky, where negotiations were pending for purchase of a small lot of timber. However, the company with its operations near Sunbright, Tenn., and in Louisiana, is not worrying about eastern Kentucky just now. It has been a trifle wet and muddy in Tennessee, but the Louisiana plants have been doing very well.

Cooperage Business Looking Up, Say Louisville Coopers

P. M. Dormeyer, sales manager of the Louisville division of the Atlantic Tank & Barrel Corporation, reported that business appeared to be looking better, and that more orders were being taken. He remarked that with the stave and heading market up conditions looked a trifle brighter.

J. N. White, Louisville Cooperage Co., remarked that the barrel and keg volume was a trifle slow with the company, but that the stave and heading end of the business looked more promising.

William I. Wymond Elected Vice-President of Southern Hardwood Traffic Association

William I. Wymond, Chess & Wymond Co., Louisville, was elected vice-president in charge of the Louisville office of the Southern Hardwood Traffic Association, at the annual meeting on January 15th. Mr. Wymond served in the same office about five or six years ago. The Louisville division is under the Memphis parent office, but a local member is named vice-president in charge each year, and supervises the office, which is in active charge of J. S. Thompson, as manager.

Mrs. Louis H. Wymond Killed in Automobile Accident

Louis H. Wymond, Jr., of Louisville, son of the founder of the Chess & Wymond Co., was recently hurt seriously, and Mrs. Wymond died a few days later, of injuries suffered in an automobile crash.

Among Louisville Barrel Users

The Van Camp Packing Co., cottonseed oil division, Louisville, recently suffered a $50,000 fire loss, when the four story brick office building was gutted by fire.

The Jones Dabney Co., lacquer and varnish manufacturers, Louisville, report that January business was more than 100 per cent. greater than that of January of last year, and by far the largest month in the history of the concern.

The Reliance Varnish Co., Louisville, is nearing completion with a new addition to its plant, for which machinery has been ordered.

The Armour Creameries, division of Armour & Co., Louisville, is installing cheese plants at Cambellsville, Ky., and Springfield, and will probably be in the market shortly for cheese containers.

New Cooperage Company in Operation

T. H. Garner, Portland, Oregon, has engaged in the cooperage manufacturing business under the name of the Portland Cooperage Company. His plant is equipped with modern machinery.

Wooden Barrel Trade Openings in South America

Argentine and Uruguay Largest Customers of Cooperage Industry—Importers Should Be Shown Value of Wooden Barrel as Container for Their Incoming Shipments

Specially written for THE JOURNAL

A small but very interesting item in the cooperage industry is the exportation of empty tight barrels. Sometimes a month will go by without any empties being shipped through Gulf ports, and then some good sized orders will be filled. A few of these barrels go to Mexico, a somewhat larger number to Cuba and a few to various ports along the northern coast of South America, but more than three-quarters of these exports are to Argentine and Uruguay, the two countries farthest away and taking the highest freight rates buying the most barrels. Even for these countries the shipments are small and very uncertain, but altogether they would probably amount to enough to keep a good sized shop busy the year round.

Exporting of Empty Barrels a Testimonial to Barrel's Worth as a Container in Face of High Ocean Rates

There is nothing surprising about the smallness of these shipments, for when we consider that ocean freight on barrels is not charged for their weight but for their bulk, and so is extremely high in proportion to their value, it is strange that empty barrels should be exported at all. With such high ocean freights buyers would not purchase barrels at all unless they needed them badly. If they are in such serious need of barrels some means can surely be devised to enable them to buy more.

Importers in Argentine and Uruguay Should be Shown the Value of Ordering Goods in Barrels

Both Argentine and Uruguay are large purchasers of goods from the United States. The actual distributors and users of these goods do not read or write English, and are not familiar with North American business methods, so they do not buy direct from exporters in the United States, but make their purchases through importing houses, almost all of which have English speaking managers or clerks, who meet or correspond with United States exporters on an equal footing as far as language and business training are concerned.

As a rule these importing houses do not specialize, but handle goods in a great many different lines, including an occasional small lot of empty barrels. They surely can not make much profit on these empty barrels, for the freight is too high. The way out of the difficulty is for them to quit buying empty barrels, but when buying other goods in the United States to specify that these goods must be shipped to them in barrels.

South American Industries That are Barrel Users

There are in Argentine 38 vegetable oil mills, many distilleries, meat packing establishments, syrup mills and other industries, all of which use a few barrels when they can get them, and would use many more if they could obtain them at a reasonable price.

If a large part of the electrical supplies, steam fittings, table service, hardware and tools that Argentine buys in the United States was shipped in barrels the saving in freight on the barrels would be almost complete, the usefulness of the barrels as new packages would not be impaired, and they would command a high price on the Argentine market.

How the Cooperage Trade Can Profit by Educating South American Importers to Use Wooden Barrel

Let the Argentine importer ascertain what kind of barrels are in demand among his trade and order all his goods shipped in that particular style of package, paying for his barrels any excess in price over other packages that might be used. On the arrival of the goods he could unpack them for delivery, keeping the barrels for sale, or he could make deliveries in the original packages, the barrels to be returned to him. In the latter case he would, in delivering the goods, retain ownership of the package, and could, if it were held too long, charge a fee for its use. Among people of Spanish antecedents this would not be an unusual procedure. In Spain it is not uncommon for a cooper to advertise, "Barrels and Casks for Sale or Rent," the renting of barrels and casks as temporary containers being a regular part of the cooper's business. The Spanish wine merchant, for instance, who is accumulating stocks to hold for aging or for a better market, often rents his barrels and casks instead of buying them outright, just as he might rent additional warehouse space.

Wooden Barrel Trade Promotion That Can be Done by Every One in Trade

A search through the custom house records of a few years ago reveals the fact that out of twelve of the largest importers of American goods in Argentine, nine carried their correspondence in the English language, and six of these had branches in New York, and that conditions were about the same in Uruguay.

If you are interested in promoting the barrel trade in South America ask the Bureau of Foreign and Domestic Commerce, Washington, D. C., for the latest lists of importers of American Merchandise in Argentine and Uruguay. Such lists will be furnished free of charge. Select the names of those who correspond in English and lay the facts before them, or their New York representatives, and show them how it is to their interest to have their goods packed in barrels.

New Zealand Experimenting With Silver Beech for Cooperage Stock

Writing from Wellington, New Zealand, Trade Commissioner J. B. Foster reports that the New Zealand State Forestry Service is, at present, investigating in its laboratory the suitability of native silver beech, for both slack and tight cooperage stock as compared with white oak. The investigations are being made under the following headings:

1. The nature of the pores of silver beech heartwood, and the probable suitability for tight cooperage manufacture.

2. The same information for silver beech sapwood.

3. A comparison of (1) and (2) with white oak heartwood.

New Zealand Southland or silver beech, or "birch" (Fagus manziesii) belongs to the same family as American beech (Fagus grandifolia). It is widely distributed, in some places the dominant forest tree, and the State Forest Service is seeking more outlets for it, among these being the domestic cooperage industry. A large brewery in Dunedin has recently tried silver beech for beer barrels; two 108-gallon butts were made which, according to the head cooper, were very satisfactory. The wood was found to be free from taste and stain, it bent well and in the consumer's opinion better than native kauri or totara or Australian blackwood. The trial disclosed that the wood will stand a bilge as required by beer and wine barrels and that it dresses easily by machines, after which joining and chiming can be done as easily as with oak.

It is also claimed that silver beech is specially suitable for wine and beer cleansing casks on account of its ability to stand rough usage.

Naval Stores Get-Together Conference at Pensacola, Florida

The 1929 Get-Together of the Naval Stores Industry will be held at the San Carlos Hotel, Pensacola, Fla., February 20-29th.

This year's gathering, the Sixth Annual Conference of the pine tree chemical (naval stores) industry, Pine Institute of America, Inc., and turpentine foresting interests will be devoted mostly to producers and their problems. The committee in charge hopes to have a complete and instructive exhibit of naval stores, tools, supplies, equipment, etc., at the conference. There will also be a wealth of informative addresses by practical operators and scientific authorities.

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The columns of THE NATIONAL COOPERS' JOURNAL are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

IMPORTANT ARTICLES IN THIS ISSUE

Wants in Cooperage Lines.
Editorials.
Newspaper Propaganda Harmful to Wooden Barrel Must Be Combatted in Louisana Produce Field.
Business Views of Cooperage Manufacturers That Indicate Trend of Trade.
Veteran Cooper Shows the Poultry Shipper How to Pack in Wooden Barrels.
The Wooden Barrel in the Condiment Export Trade.
Trade Openings in South America.
Produce Shipping Season at its Height in Louisiana.
Business Among Louisville Coopers is Normal for this Period of Year.

The Louisiana Produce Trade and What it Means to the Wooden Barrel and Stock Manufacturing Industry

THE JOURNAL would consider itself remiss in its duty as the only exclusively representative organ of the cooperage industry and the guardian of the wooden barrel's interests if it failed to draw immediate and specific attention to a specie of newspaper propaganda which endangers the wooden barrel in the produce growing fields of Louisiana.

What the Louisiana produce growers' business means to the cooperage and cooperage stock manufacturing trade, both as to consumption volume and extent of use, is well known to all interested in cooperage in any way. Right now, however, this prolific source of sales volume for barrel and stock manufacturers is threatened by newspaper propaganda, the character of which might be either intentional or a misconception of facts.

Realizing, a short while since, that their products were not being fairly treated in the various consuming markets in the way of prices paid, and acknowledging that the remedy for this handicap lay in their own hands, the growers of Louisiana sought and obtained the services of R. A. Newton of the United States Department of Agriculture to increase the efficiency of their inspection and packing methods.

In a meeting of growers, Mr. Newton outlined in a straightforward manner his ideas of inspection and packing, and what should be done to place Louisiana produce on a basis that would bring commensurate returns to the growers. He advocated more rigid inspection and the use of containers of standard sizes and specifications.

The newspapers, however, and even the official bulletin of the New Orleans Association of Commerce, evidently interpreted Mr. Newton's remarks as advocating the use of substitutes for the wooden barrel, and in their pages appear statements, attributed to Mr. Newton, that are greatly prejudicial to the barrel as a container for vegetables.

The publicity that has been given to crates and wooden boxes as containers for produce has been quickly put to work by manufacturers of these containers, and unless the cooperage trade immediately becomes active exerting every effort to counteract the effects of this newspaper propaganda, a loss of business and a lessening use of the wooden barrel is bound to result not only in the Louisiana field but in other produce growing sections as well.

Fortunately for the wooden barrel, THE JOURNAL'S Southern representative attending the meeting of growers at Kenner, Louisiana, put the direct inquiry to Mr. Newton as to his views on the several shipping containers employed by Louisiana growers. As expected, Mr. Newton's reply was that neither his purpose, nor the purpose of the Department of Agriculture is to advocate any special container. On the other hand, they do emphasize the necessity for standard sizes and the use of shipping containers holding a known quantity of products.

Particular attention is called to the report by THE JOURNAL'S representative of the growers' meeting at Kenner, La., which appears on page 12 of this issue, wherein is outlined not only the proceedings of the meeting but ways and means of combatting the evils set afoot by the newspaper propaganda referred to, as well as a comprehensive plan whereby manufacturers of wooden barrels can co-operate with produce growers in the matter of standard containers.

The suggestion is made that three established standard sizes of barrels be adopted for the produce trade; the one-bushel barrel tub, another small barrel made of approximately fifteen-inch staves but with larger heads, so that it will have a capacity of two bushels, and the standard four-bushel barrel. These three sizes of barrels will undoubtedly meet the requirements of the produce growers, and could be made of No. 2 stock of standard size, without the necessity of cutting odd lengths.

After a careful reading of the report THE JOURNAL urges that every cooperage and cooperage stock manufacturer interested in the welfare of the wooden barrel write at once to the New Orleans Association of Commerce protesting against the article which appeared in its January 22d issue, entitled "Improved Methods of Shipping Vegetables is told at Kenner Meet," with a request for a fair and unbiased consideration of the subject as well as a test of the relative qualities of the wooden barrel and its substitutes as containers for produce.

It is only by action of this kind on the part of the cooperage trade generally that prejudicial propaganda of any kind against the wooden barrel can be overcome. Local protest is good and should be made, but wide-spread general objection to unfair publicity carries a weight and influence that cannot be ignored, while at the same time its saving and protecting value to the trade menaced is beyond computation.

If the cooperage industry can awaken under one proposed attack, as in the instance of the recent classification change and on many other occasions too numerous to mention, it can and should awaken under all attacks upon the wooden barrel and its trade interests, wherever and in whatever manner made. Fully awake and alive at all times to its own welfare the cooperage industry could make the going mighty hard for the substitute container in its onslaughts upon wooden barrel markets while at the same time it could quickly and effectively combat and allay all propaganda detrimental to the wooden barrel as a shipping package.

Cooperage Trade United in Combatting Slack Barrel Classification Change

THAT co-ordination and co-operation is quickly possible among cooperage and cooperage stock manufacturers in meeting and handling their trade and business problems was thoroughly demonstrated by the country-wide interest manifest in combatting a change in slack barrel classifications as proposed by the Consolidated Classification Committee Docket No. 36, subject No. 45, hearings on which were held in Chicago, Illinois, and Atlanta, Ga., during January.

Following the lead of The Associated Cooperage Industries of America, many manufacturers of slack barrels and barrel stock joined with the Association in protesting against the proposed change which would have transferred slack barrels, half barrels, etc., in carloads for Southern and Western classification territories from the present third class minimum 10,000 pounds to second class, and less than carload shipments in Southern and Western classification territories from the present first class to double first. Many others, too, on their own initiative sent written protests to the Classification Committee against a discriminate action that would prove disastrous to the wooden barrel as a shipping container in competition with other packages.

Up to the time of going to press THE JOURNAL has not been advised of the committee's final decision. Nevertheless, we believe there is very little doubt but that the proposed change will be withdrawn, since the preponderance of evidence as supplied by cooperage and cooperage stock manufacturers is so much on the side of retaining the present classification, that any other decision save one favorable to the cooperage trade is hardly to be expected.

The Association, and all who co-operated as individuals, as well as members of groups, in placing before the Consolidated Classification Committee positive proof of the undesirable results which the adoption of the new slack barrel classification would have upon the use of the wooden barrel, have saved the cooperage industry from a situation that would be extremely hard to overcome. The appreciation of the entire trade is due these groups and individuals, as well as the Association for the yeoman service they have rendered.

THE JOURNAL extends its congratulations and commendation to one and all for the good work, well-done, while at the same time we continue to confidently look forward to that time when the same instant response and quick use of full trade co-ordination and co-operation will be brought to bear upon every business and trade problem confronting wooden barrel interests. United in its work to protect, increase and extend the use of its trade package—the wooden barrel—nothing can or could stand in the way of gratifying success for the cooperage industry.

WANTS IN COOPERAGE LINES

A firm in Liverpool, England, desires to purchase staves, headings and hoops. Address No. 35677 Bureau of Foreign and Domestic Commerce, 20 South 15th Street, Philadelphia, or Washington, D. C.

A firm in Amsterdam, Netherlands, desires to act as agent for American white oak staves, probable consumption white oak tight staves for 30,000 barrels. Address No. 36199, Bureau of Foreign and Domestic Commerce, 20 South 15th Street, Philadelphia, or Washington, D. C.

A firm in Barcelona, Spain, desires to purchase barrel-making machinery with capacity of from 50,000 to 75,000 barrels yearly. Address No. 35368, Bureau of Foreign and Domestic Commerce, 20 South 15th St., Philadelphia, or Washington, D. C.

Wm. A. Worboys Company Takes Over Wholesale Department of Colwell Cooperage Co.

NEW YORK, January 28, 1929.

Editor, THE JOURNAL:

Kindly be advised that William A. Worboys Company has taken over the wholesale department formerly operated by the Colwell Cooperage Company. Our office will remain at the same address, 245 Broadway, New York City.

Our business will be confined to cooperage, as previously, but mill shipments only.

Very truly yours,
WILLIAM A. WORBOYS COMPANY,
L. Smith Campbell, *President*.

Forest Products Laboratory to Resume Courses in Kiln Drying

As a result of the demand from the lumber and woodworking trades for resumption of instructional courses at the U. S. Forest Products Laboratory, C. P. Winslow, director of the laboratory, has announced that the full program of courses will be resumed this spring, beginning March 25th.

The laboratory's short course in the kiln drying of lumber will begin April 1st. This is a two weeks' course limited to 18 enrollments. The co-operative fee is $150 for each man enrolled.

The instruction in this year's laboratory courses will follow the same general lines that have characterized previous courses. Emphasis will be placed on practical rather than theoretical methods, and full use will be made of the laboratory's extensive experimental and testing equipment. Formal lectures will be dispensed with as far as possible in favor of actual demonstrations, tests, and round table discussions in which members of the classes take active part.

Applications for enrollment in the kiln drying course should be addressed to the Director, Forest Products Laboratory, Madison, Wisconsin.

MUTILATED PAGE

Newspaper Propaganda Harmful to Wooden Barrel Must be Combatted in Louisiana Produce Field

Interpretation Given to Statements of Department of Agriculture's Expert Erroneously Favors Use of Substitute Containers—Cooperage Manufacturers Should Enter Protest—Study of Growers' Barrel Needs Important

By the Wooden Barrel Booster

Louisiana produce growers have long found that their products have been discriminated against, and have not commanded proper prices on the markets of the great cities. This has not been on account of any defects in the vegetables themselves, but because they have not been properly graded, and have not been shipped in standard packages. Mr. A. R. Newton, of Baton Rouge, who is in charge of the inspection service of the U. S. Department of Agriculture, has, with the full co-operation of various Boards of Trade and Chambers of Commerce, been laboring to remedy these defects, and trying to introduce an inspection service at the principal produce shipping points throughout the State.

Newspaper Propaganda Against Barrels That Should be Combatted

Various newspapers have, either by mistake or design, misquoted Mr. Newton, giving the cooperage industry the impression that he was prejudiced against the barrel and advocated the use of substitute packages, so when a meeting of leading vegetable shippers was recently called at Kenner, La., to hear Mr. Newton's views on the grading, packing and shipping of vegetables the representative of the JOURNAL was on hand to ascertain what was being done to the barrel.

Stressed Necessity for Standard Packages

In a most convincing manner Mr. Newton explained the necessity of inspecting vegetables, and selling them according to their grade, and also the necessity of shipping them in containers of a specified, standard size.

When men ship vegetables in crates of any size that may come to hand, or in baskets and hampers of all kinds and of odd sizes, there is bound to be endless confusion. The shipper does not know how much of his products he is putting into any one package, and the buyer can hardly guess at the quantity he is getting for his money, and, more than that, nobody knows just what the quality or size of the products may be. It is to the interest of shippers and consumers alike to be able to designate vegetables of certain specified grades, shipped in containers holding known quantities.

Everybody at that meeting knew all this to be true, and the only question was, how to make effective use of that knowledge.

No Objections Made to Use of Wooden Barrel

As the principal packages discussed were crates, hampers and baskets, our representative asked Mr. Newton, "Can you, or can your department, find any objection to the barrel, or to any other cooperage package?"

Mr. Newton replied that it was not his purpose to advocate the use of any particular style or make of package, but only to stress the necessity of using packages of standard sizes, holding known quantities of products. He was not opposed to any make of package that suited the shipper, but he was opposed to the use of a miscellaneous lot of odd-sized packages, the cubic contents of which were unknown.

Subject of Shipping Containers a Question for Growers and Shippers to Decide

Our representative then set forth the merits of the one-bushel tub, made of fifteen-inch staves, with a thirteen-inch head for the bottom and a sixteen-inch head for the top, the correct size to hold exactly one bushel.

Mr. Newton said that the adoption of such a package was a matter for the shippers to decide on, but, if it were approved by the Bureau of Standards it would, of course, have his endorsement.

Coopers Must Study Container Needs of Their Customers

After the meeting our representative engaged in an informal discussion of packages with some of the large produce shippers.

"Of course you gentlemen know," he said, "that the barrel is the best package made. Why, then, don't you use it exclusively?"

"We do use a good many barrels," they replied, "and when we use a barrel that is stamped, 'Contents four bushels,' we know what we are shipping, but new barrels are expensive, and when we buy used barrels they come in assorted sizes, and we do not know what they will contain. More than that, our customers sometimes object to the four-bushel barrel, saying that it is not suitable for displaying their goods, or for carrying them around in the market or grocery. If a customer does not want his goods to come in four-bushel lots, what are we to do about it but to use baskets or crates? Market men often tell us that the barrel is too deep for their convenience, and they prefer baskets because the basket has the right shape and capacity."

"But," the visitor objected, "baskets are not firm enough to protect your vegetables. When they are piled up in a car they will yield beneath the weight, and the contents are damaged. I have seen cars loaded with vegetables in baskets, and it was necessary to put dunnage between the tiers, to keep the baskets from being flattened out."

"All that is very true," a produce man replied, "but we use the basket because it has the right shape and capacity. If the tub you describe will hold the right amount, and will stand the weight better, then it will be the package for us, but where can we buy it, at what price, and has it been approved by the Bureau of Standards?"

Guess Work as to Capacity of Containers is Dangerous

Another shipper said, "Very often when we have barrels on hand we find that they are not desired by our customers, so we cut them in two in the middle, making two tubs out of one barrel. Each of these tubs will hold about two bushels, but nobody knows the exact contents for certain, and our customers have to take our word for what we are sending them, and that is trying their confidence too far."

Three Sizes of Vegetable Barrels and Tubs Suggested

It appears from a pretty thorough investigation of the subject that what the produce shipping trade needs is cooperage packages of three established, standard sizes, the one-bushel tub, another tub, made of staves of the same length, say 15 inches, but with larger heads, so that it will hold two bushels, and the standard four-bushel barrel. It is certain that these three sizes would meet all the requirements of the produce shipping trade, and all these packages can be made of second class stock of standard sizes, without the necessity of cutting any odd lengths or sizes of stock, which is always a very risky business.

Give This Proposition Serious Consideration

The first necessity is to have these sizes approved by the Bureau of Standards, then inform the trade that you can furnish the stock, specifying what it is in each case, and informing your prospect what the cost of each package would be when made of your stock, for coopers like to have these things figured out for them.

SLACK BARREL MATERIAL

Coiled Elm Hoops
Staves
Heading
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Wire Hoops

A good barrel cannot be made without good hoops
We ship { 75,000,000 Seventy-five Million } per year
to the best trade making the best barrels.

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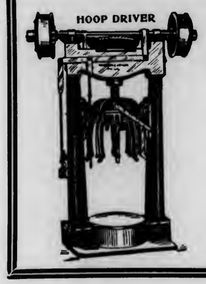

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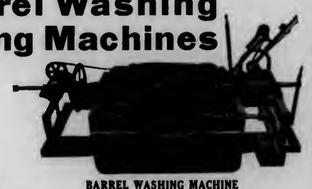
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"THE OLD RELIABLE" **WOODEN BARRELS**

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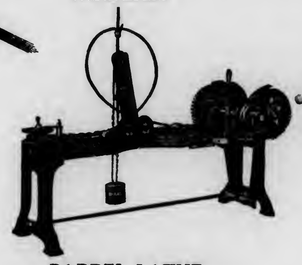

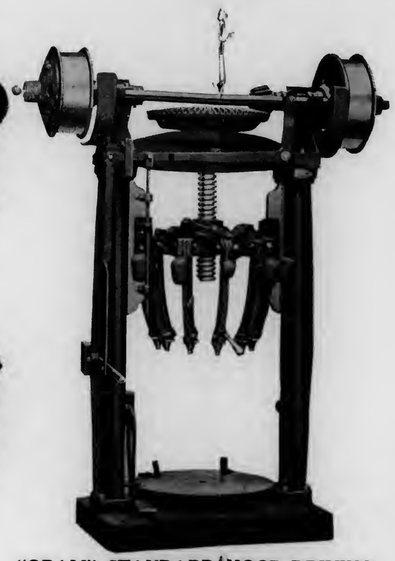

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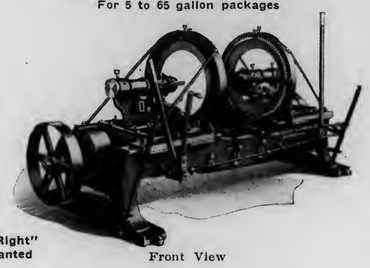
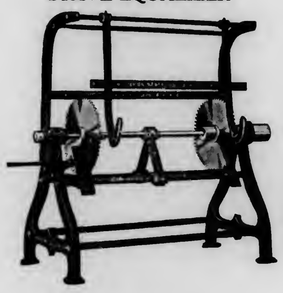
For 5 to 65 gallon packages



Front View

STAVE EQUALIZER



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HEADING ROUNDER
Now made with Ball Bearing Arbor

NEW "ORAM" RAPID BILGE-HOOP REMOVING MACHINE

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STEEL TRUSS HOOPS
ROUND EDGE—Special Carbon Steel
Sizes stamped inside, if wanted

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ROSIN BARREL STAVE CROZER
With Automatic Hopper Feed

"ORAM" STANDARD HOOP DRIVING MACHINE

SIMPLE—POWERFUL—DURABLE

Capacity—As fast as operator can handle. 600 to 1,000 packages per day of 10 hours, and all properly driven

STAVE JOINTER

HEADING JOINTER AND DOWELLING MACHINE

FIFTY-SIX YEARS
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ESTABLISHED 1872
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Good heads are as equally essential to the making of wooden barrels as staves and hoops.

H&D heads are good heads and will win the business. With H&D heads you have a guarantee of "Quality--Service--Workmanship."

Let us tell you more about them. There are no better heads made.

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Enormous Factory Capacity
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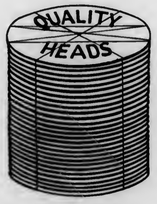

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SCIENTIFICALLY
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HEADS - HOOPS - STAVES

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DECHERD - TENNESSEE

Mention THE NATIONAL COOPERS' JOURNAL when writing to advertisers.

The one-bushel and the two-bushel tub should both find a ready sale in the peach growing belt. No men stand in more need of such packages than do the peach shippers.

As the staves in the tubs are not to be bent into shape, it will not be necessary to fire the packages.

Ways and Means to Make Cooperage Containers Attractive and Practical

In making the tubs a cleat should be nailed across the top head before it is put into place. This will hold the cants in place, and will also serve as a handle, so that the top head can be used as a lid or cover when the package is in the grocery or market. Much experience among package users would indicate that the buyers of these packages would appreciate it if the cooper would save himself the labor of chamfering and crozing the tops of the staves in the tubs, and would leave them square, with the top heads simply tacked onto the tops of the staves, instead of being inserted in a croze. This, however, would increase the capacity of the package, and this would have to be remedied in some way. If the head is to be put on as a lid in this way, it might be necessary to use heads one-half inch larger, though the making of special stock should always be avoided.

If it is necessary to make the packages pilfer proof, a piece of steel box strapping, four inches in length, could be inserted under each end of the heading cleat, and tacked to the staves.

Laborers loading and unloading cars do not usually care whether baskets have handles or not, for they carry them on their heads or shoulders, but in the market a handle is a convenience, and many makes of baskets have elaborate handles that add to their cost.

If scrap hoops are used in making the bushel tubs, and the splices are opposite each other, they will afford sufficient hand holds. If any better handle is desired, take a one-foot length of No. 10 galvanized wire, bend it into the shape of a letter "U", and loop the ends under the top hoop of your package when you are putting the hoop on, and you have an effective handle.

The labor cost of making the one-bushel tubs would be from three to four cents each, according to the style of package, as above suggested, that would be desired.

Portland Cement Production and Shipments Increased Slightly During 1928

Production of Portland cement for 1928 showed a 1.6 per cent. increase over 1927, according to a report of the Department of Commerce. The production for last year totaled 175,968,000 barrels. Shipments, however, increased about 2 per cent. totaling 175,455,000 barrels. Stocks on hand in December amount to about 22,573,000 barrels.

Effects of Inventory Period in Flour Trade Reduces Buffalo Barrel Demand

The flour barrel demand has been light since the first of the year, being somewhat less active than a month ago. The reason for this is not stated, but the fact probably is that a good many concerns, both here and abroad, are just over taking their inventories and are now making plans for future buying, which take some time to perfect. The hopeful cooper generally looks forward at the end of the year for an early resumption of active buying, and sometimes he is doomed to disappointment and things do not start up until February.

New York Apple Industry Must Raise Standard of Quality and Packing

The future of apple production in western New York has been the subject of a great deal of comment and speculation in the past few weeks, and the conclusion has been reached that if this section desires to hold its own or forge ahead in the market something will have to be done toward setting up higher standards of marketing as well as grading and packing. Altogether too many barrels of poor apples are being placed upon the market, the growers say.

Apples were much discussed at Rochester on the occasion of the annual meeting of the New York State Horticultural Society, which has just been held. M. C. Burritt, of Hilton, president of the society, said in his annual address that the needs of apple growing in New York State are more careful selection of sites and soils, larger yields per tree and quality at lower costs. These are individual problems, he said, which no organization and no legislation could solve. Members must solve them for themselves.

Need in New York for Larger Apple Orchards

Dr. George F. Warren, head of the department of agricultural economics and farm management at the State School of Agriculture, Cornell University, told the society that on the good apple soils it is desirable to have good-sized orchards and that there does not seem to be anything to fear from the competition of other States. Competition with the West is primarily a question of size, color and uniformity of yield in successive years. The West has a more uniform yield of apples than the East and sells to greater advantage in years when the eastern crop is short.

Cooper Shop Destroyed by Fire

The cooperage shop of L. J. Eckler, at Victor, N. Y., was burned shortly after midnight of January 3d, together with tools and a large amount of barrel stock. The insurance was $1,300, which does not cover the loss. Mr. Eckler had been at work in the shop the previous evening making barrels and it is believed the fire started from the barrel heater. When Mr. Eckler arrived from his home at Pittsford the following morning, he found the shop burned to the ground.

Slack Stock Prices Remain Firm

Slack cooperage stock is reported to be about steady in price. The end of the year has brought about the usual shutting down of some of the large producing plants, in order to take inventory, so that offers recently have been on a smaller scale. Coopers are not buying to any large extent, but will in most cases follow the practice of buying only small amounts of stock and waiting until later to purchase more if it is needed.

The Kern Company Liquidating Business—Max Lowy to Conduct Business Personally

NEW ORLEANS, LA., February 1, 1929.
Editor, THE JOURNAL:

This is to advise you that by unanimous consent of the stockholders of The Kern Company, Ltd., this company has been dissolved, and the undersigned, whose residence address is Pontchartrain Apartments, corner St. Charles Avenue and Josephine Street, and whose business address is Whitney Central Building, New Orleans, has been named as sole Liquidator, and the affairs of the company are to be wound up out of court.

Notice of dissolution has been published in the *New Orleans Daily States* for three (3) times as provided by law, and affidavit of the publisher filed with the Secretary of State of the State of Louisiana, and the Recorder of Mortgages for the Parish of Orleans, and a Certificate of Dissolution has been issued by the Secretary of State.

You are further advised that the undersigned is now collecting the assets of The Kern Company, Ltd., with a view of distributing same among the stockholders. There are no outstanding liabilities whatsoever due by The Kern Company, Ltd.

You are further advised that the business heretofore conducted by The Kern Company, Ltd., will hereafter be conducted by the undersigned, Max Lowy, personally. He contemplates a visit to Europe and an absence of several months, and on his return will resume business with offices in the city of New Orleans.

Very truly yours,
MAX LOWY, *Liquidator.*

Stave Company Organized

The Gibbs & Robinson Stave Company has been organized at Fort Smith, Ark. The new company will operate a number of stave plants in this section of the State.

Erecting Stave Mill

The Voll-Yates Cooperage Co. is erecting a stave mill at Delmar, Tenn., with spur track connections with the Mobile and Ohio Railroad.

Business Views of Cooperage Manufacturers That Indicate the Trend of Trade

The Profits of the Future Depend Upon the Activities of Today—Stock and Barrel Producers Must Watch Business Developments Closely—Intelligent Operations Will Bring Satisfactory Returns

Slack Stave Business Looks Good—Stocks at Mills Not Too Plentiful—Future in the Hands of Cooperage Manufacturers

The slack stave business looks more encouraging for a temporary period; at least stocks have dwindled at the mills until there are scarcely any on hand. Logging conditions for the next few months will be very poor indeed, and if there are any consumers fooling themselves by the prices of staves being below cost for the last several months, and not having any on hand are unprovided, they will undoubtedly have to pay a big price for them.

This situation, however, will not be of permanent value to either stave manufacturers or the cooperage industry as a whole, and later a permanent injury will have resulted, and concerns who are now the consumers, will arrange not to be if they possibly can.

The oak flooring people have found their businesses in a sort of similar condition, and effective January first they pooled their interests and hired a dictator to tell them how to run their business, so as to balance up all ends of it. As a result they have arranged to close down all flooring mills on the first of February. They are laying off their lumber inspectors, on February first, and on the other side, we understand they have raised the price for it.

In doing this, they have copied from other lines of industry who have done the same thing; lines who have found it necessary to make some such arrangements in order to survive. If the cooperage industry as a whole is to survive, we cannot help but think that they will have to make some such sort of an arrangement.

J. W. DONALDSON,
The Vail-Donaldson Co., St. Louis.

Stocks in Hands of Coopers Are Light—Position of Cooperage Trade Better Than Since 1926

We look forward toward a more profitable year for cooperage manufacturers during 1929. Losses in 1928 were in most cases heavy from the fact that throughout the year we had an overproduction of staves, heading, and hoops. The natural reaction from that condition was a gradual reducing of production and a declining market with an increasing timidity on the part of the buyer to stock up heavily.

From information available, the stocks of cooperage stock in the hands of the coopers are not larger than usual and in the case of some large consumers stocks are light.

Manufacturers have hesitated to continue full operation because of the difficulty in moving stocks, and because of their inability to market at a profit stocks already made, so that now, in the season when it is impossible to obtain raw material on account of bad weather, we find a small percentage of mills operating and stocks of staves and heading in the hands of the mills reduced very materially, with no increase in production possible until after the spring logging can begin.

The strategical position of the cooperage manufacturers is better now than it has been for two years, and if they act intelligently, certainly the first half of 1929 will be reasonably profitable to them.

E. A. POWELL, *President*,
Powell Cooperage Co., Memphis.

Hard Work Plus Continued and Careful Selling Required in Cooperage Industry

The month of January had its good and bad spots. All of the optimists who expected a rush of orders after the first of the year just because a new year was on hand must be disappointed and no doubt realize, by this time, that it means hard work and continued and careful solicitation to constantly keep the barrel and cooperage stock before the minds of the consuming public.

The truck trade on the Eastern Shore of Virginia have been very slow in buying this year. Sales compared with a year ago are less than half and this is due to the fact that quite a few of the growers are talking of planting only half of the acreage in Irish potatoes this year. Another reason is that 5′ 3″ and 3′ 4″ hoops have not been very plentiful and the prices are rather high compared to last year. We believe there will be more consistent buying in another thirty days.

The apple sections in the Hudson River district of New York and Western New York and also in the Shenandoah Valley are quiet. There are always a few who are willing to take a chance on buying half of their requirements if prices are right and in this way there has been a little business in these districts but we do not look forward to any active buying until after the crop has been assured. The past few years have changed the apple barrel business a good deal. The cooper is not so sure about his trade until the packing actually begins and consequently the buying will be much later than it has been.

In the manufacturing districts quite a few of the mills have shut down and do not expect to resume operations until they are able to produce hoops, staves and heading on a profitable basis. There is no advantage in any mill selling at or below cost. We would have a much healthier and better cooperage business if the mill men were able to make a profit on their stock.

FRANK M. SCHERER,
Henry Wineman, Jr., Detroit.

Business Has Opened Encouragingly in Tight Cooperage Trade

Up to this writing, 1929 has opened up very encouragingly. While the tight barrel industry in the east has been a little quiet, it has been very active in the Chicago section and at the cooper shops on the Missouri River; also a good steady business has prevailed along the Gulf Coast and with the Canadian trade.

Production still is at a low ebb on account of continued adverse weather conditions; consequently there is no distress stock that must be moved, with the result that the market is holding very firm, and with improvement already in sight with the export situation, it is evident that livable prices will prevail for several months at least to all departments of the tight cooperage industry.

R. S. CLARK, *Vice-President*,
G. I. Frazier Company, Memphis.

Looks to Future for Very Beneficial Business in Cooperage Trade—Apple Outlook is for Greater Use of Wooden Barrel

The cooperage business of January, throughout this locality, is starting off well. The fruit and potato crop of last year was not one that had a tendency to give the buyers of cooperage a surplus of cash, and for that reason most of the people interested in selling cooperage have not been anxious to crowd material upon the buyers when they were shy of the wherewithal to pay for it. This has had a tendency to retard manufacturing and to brighten the future prospect of the business considerably; because it is reasonable to assume that the cooperage will be purchased nearer to the time when needed and is pretty apt to bring a better price than material forced upon the buyer before he has use for it. There are always some people who have or can get money to conduct their business and enough of the people in this class have been placing orders to justify the opinion that the January volume of business is decidedly fair. The reports we are receiving from many fruit sections would seem to indicate that more barrels and less baskets would be used during the year 1929, than were used during the previous year. Many people have found their apples were more salable in barrels than in baskets and I am told that several of the cold storage plants have been shifting apples from baskets to barrels. This, without a doubt, has caused more or less of an optimistic attitude among the apple barrel makers and is, to a degree, responsible for a part of the good January business.

What has been said above applies to the eastern cooperage business. This fair volume of business to which we have alluded is decidedly diversified; as a whole it takes in coiled hoops, steel hoops and wire hoops, 28½-inch and 30-inch staves of gum, pine and many different kinds of wood, as well as many different qualities, together with gum and pine heading of various kinds of quality, so what we may term as a fair volume of business here does not necessarily mean that a mill making gum staves of a certain kind would have a fair volume of business, if they were depending upon this market for it. On the other hand, some of the mills are shut down, others have been curtailing their output considerably, all of which is not conducive to satisfactorily taking care of the January payroll, but I am convinced will be reflected beneficially in the future business of the year. When the people are in a financial position to buy, the amount of material on hand at the mills will justify a fair price for that material. Therefore, when the end of the year rolls around it is not unlikely that the mills will be better off with conditions as they are than they would have been had operating during this early period been advisable.

We have seen times when the cooperage stock outlook was better than it is now, but we have also seen times when the outlook was a great deal more depressing.

C. M. VAN AKEN, *President*,
C. M. Van Aken Cooperage Co.,
New York City.

Year 1929 Opens Auspiciously for British Cooperage Trade

The year 1929 has commenced with quite a fair demand for both tight and slack staves.

Tight coopers were kept busy right up to the end of the year, and although in the first week of January things were quiet, enquiries are again coming along. Users of American stocks are only buying from hand to mouth, owing to the advance in prices. The outlook for the first three months, however, is quite healthy.

The demand for slack stock remains good. The stocks of Scandinavian staves have been going into consumption steadily and imports from Sweden are larger than usual at this time of the year. American slack barrel stock is arriving freely, the import, if anything, being a little in excess of immediate requirements, but this trade is also quite satisfactory.

J. C. TINKLER,
Tinkler & Webster, Liverpool, England.

Cocperage Company Resumes Operations

The Washington Cooperage Co., Richmond Beach, Seattle, Wash., has reopened its plant and resumed operations.

Potato Shippers and Distributors Organize an Association

The National Potato Institute was organized during a meeting of potato interests at the Stevens Hotel, Chicago, during the last week of January.

The membership already includes shippers and distributors who handle about 25 per cent. of the entire commercial output of potatoes in the United States.

Definite progress toward a permanent organization already has been made in many of the districts since the National Potato Conference held in Chicago, December 4th and 5th, and with which widespread interest already in evidence, the future of the National Potato Institute seems assured, and an enormous membership should be built up during the next few months, according to H. B. Tabb, who was elected executive secretary of the institute.

F. P. Hibst, of Cadillac, Mich., was elected permanent chairman of the organization, while Perrin C. Miller, Chicago, was selected as secretary and treasurer.

Produce Crop Conditions of Louisiana as Reported by "The Packer"

Following are reports from various produce growing sections of Louisana, outlining conditions and prospects for produce in that State:

Romeville, La.—Very little truck is being grown at this point this year. In fact, so little as not to justify shipping from here, consequently what there is to be marketed is being loaded out of nearby packing sheds.—C. L. W.

Gonzales, La.—Six hundred acres of green beans will be planted here in February compared with 200 acres last season. The estimated yield per acre is 100 hampers. The crop will be ready some time in April and around 60 cars will be shipped from here. Wax beans will be planted to the extent of 400 acres compared with 200 acres last year. These will be planted in February also, with shipments starting in April. Probably 40 cars will be moved from this point. The cabbage acreage has been doubled, being 100 this year as against 50 acres last season. Shipments will start in February with crates used as the package. The crop is in good condition. The carrot crop is not looking so well. Twenty acres have been planted and the movement will commence in February. Bushel baskets will be used as the container. Pepper plants are still in hotbeds. Something like 100 acres will be planted with the crop ready in April. The strawberry acreage has been increased materially, being 1,200 this year and 200 acres last. The plants are in good shape and around 100 cars will move from here, starting in March. About 100 crates per acre will be produced, it is estimated.—U. T. A.

Opelousas, La.—Twenty acres have been planted to beets here, the same as last year, and shipments will start in May, going out in mixed cars. Prospects are fair for the cabbage crop. Around 300 acres have been planted, compared with 200 last season, and five tons per acre is the estimated yield. The crop will be ready in May and probably 100 cars will be shipped from this point. Carrots will be shipped in mixed cars from the 20 acres here. The acreage is the same as last year's. The crop will be ready in May. Potatoes have not been planted yet, but it is expected that 400 acres will be grown compared with 300 acres last year. The crop will be ready in May and around 50 cars will be shipped. The big crop here is sweet potatoes. Around 150 cars will be shipped from the 2,000 acres. Last season 1,500 acres were grown. The crop will move from July to November.—J. F. D.

Virginia Potato Growers Meet to Discuss Problems of Industry

The potato situation and ways to improve it were discussed at meetings held during January on the Eastern Shore. Potato growers, potato dealers and State officials met at Accomac Court House, Va., on January 14th and on the following day a similar meeting was held at Eastville, Va.

J. R. Hutcheson, of Blacksburg, Va., director of the Extension Service of Virginia, conducted both meetings. He explained that his connection with the problem came about after the Eastern Shore growers had approached Governor Harry Flood Byrd to see what could be accomplished to help Virginia's potato producers. The appeal from the Eastern Shore agriculturists was turned over by the Governor to the State Conservation and Development Commission, of which Executive Chairman Carson is head. The commission consulted growers, dealers and officials throughout the growing area in Virginia and soon came to the conclusion that the Old Dominion growers would be able to accomplish but little by themselves. Consequently, Mr. Carson explained, he visited Maryland, North Carolina and South Carolina to determine if potato interests in these States would be interested in co-operating to solve the problem, which seemed to be one of the whole South Atlantic area. He met with whole-hearted response from extension directors of the States and others, he said. As a result a general conference was held in Norfolk in November. At that time four general committees grew out of the conferences, namely: (1) Advance Market Information and Acreage Stabilization; (2) Credit Stabilization; (3) Substitute Crops and Enterprises, and (4) Market Co-ordination.

The meetings at Accomac Court House and Eastville discussed the reports of these committees and listened to talks on grading, packing and marketing.

The Blanton Company of St. Louis, Mo., is planning to erect a refinery and plant for the manufacture of cotton oil products. The new plant will be operated in connection with the Blanton Company's subsidiary, the Helena Cotton Oil Mill, Helena, Ark.

The Veteran Cooper Shows the Poultry Shipper How to Pack in Wooden Barrels

Efficient Method of Packing Demonstrates Advantage of Using the Barrel—Boxes Hold Thirty Pounds Less Than Barrels and Longer Packing Time Necessary

The young salesman was out in his car visiting his trade, and happening to meet the veteran cooper took him along. They reached the largest produce and poultry packing establishment in the town and entered the office of the proprietor, who knew them both. The veteran cooper remarked, "While you gentlemen talk business I would like to walk around and see the boys work."

"Certainly," the proprietor said, "Make yourself at home."

The veteran spent some time watching the busy scene in the shipping room, and when he returned to the office the packer was saying, "I would like to renew my barrel contract with you, but I really can not do it, for boxes are the cheapest packages. The barrel does not hold enough in proportion to its cost, it is troublesome to fill, and requires too much ice. Well, what are you laughing at?" he asked, as he saw that the old man seemed to find his remarks very amusing.

"I can not help being surprised," the veteran replied, "to find that a man of your business experience will tolerate the work that is going on in your shipping room. Why don't you show your men how to fill a barrel so that it will give satisfaction, instead of blaming the package?"

"I employ the best men that I can get, but cannot stand over them all day to keep them busy."

Knowing How to Pack is the Important Thing

"I was not criticising your men. They are working hard enough, but the trouble is that they do not know how to fill a barrel. If you would only show them how to fill a barrel you would say that it was the best package made, and would not allow a box on your premises."

"I did not know that there was any art in filling a barrel with dressed poultry."

"Neither did I, until I saw how your amateurs do it. Now I find that filling a barrel is, after all, a fine art."

"Well, if you are competent to give instructions to men whose regular occupation is packing goods, I would like to see you do it."

"All right. I do not know how much you have been paying my friend for barrels, but think that the kind you have been using would cost about sixty-five cents. Let us go out into your packing room, give me a barrel and give your own men sixty-five cents worth of boxes, and I will put more dressed chickens into the barrel than they can get into the boxes. I will use less ice, the freight will be easier to handle, and the contents will keep better."

"It's a go, and if you win, your friend can have my contract."

The Veteran Cooper Shows Them How

They went out into the shipping room and the cooper cleared for action. He was given a barrel, and three negroes were given sixty-five cents worth of boxes. A weighed quantity of chickens, supposed to be enough to fill two barrels, was taken from the refrigerator, and half the lot was given to the cooper and the other half to the colored men.

The cooper threw a small shovelful of cracked ice into the barrel and shook it around. "This is merely to chill the barrel," he explained, "so that it will not warm the contents."

Taking a cold and rigid chicken he placed it on its side in the bottom of the barrel, its back against the staves and its legs pointing towards the centre of the barrel. Rapidly he placed other chickens the same way, making a circle around the inside of the barrel, then started on another circle. The first chicken of the inner circle he pressed firmly down against the outer row, its body being between the legs of two chickens in the outer circle, and its legs pointing, as before, towards the centre of the barrel, and kept on until the bottom of the barrel was entirely covered, then started on a fresh layer.

When the barrel was half filled he threw in a little more ice, and shook the barrel to level it. "This ought to be unnecessary," he explained. "I am merely putting in this little ice to keep the chickens from getting warm in the handling.

More Poultry Packed in Barrel Than in Three Wooden Boxes

His supply of chickens was soon exhausted, and another lot was brought him. By the time he had packed in the barrel thirty pounds more of chickens than the packer said it would hold the barrel was filled nearly to the top. Covering the tightly packed chickens with a rounded heap of ice, he threw over the top of the barrel a double thickness of burlap, forced the head hoop over this and nailed it down, then turned to see how the three colored men were getting along with their boxes. Their work was dragging, but they finally got the boxes filled, though their sixty-five cents worth of boxes held thirty pounds less weight of chicken than did the barrel, and they had used more ice, for chickens can not possibly be packed as closely in a square container as they can be in a barrel. They will not fit in as well, there are bound to be empty corners and wide open spaces in the middle that must be filled with ice, and that leave room for air currents to circulate and ruin the goods.

The Decision is:—The Barrel Holds More, Takes Less Ice and Protects its Contents

"What is the verdict, captain?" he asked of the packer.

"Barrel holds more, takes less ice and will keep the goods in better shape, but what is the matter with my men?"

"Nothing at all the matter with them. They have just been throwing chickens into barrels higgledy piggledy, any old way. They are good fellows, but not inventive, and nobody has ever shown them how to make the contents of a barrel one solid mass of chickens, with no air spaces between them. Just show them how, and in two days they will barrel chickens better than I can."

And the Barrel Man Got the Order

"Well," the packer said, after he had given his order for more barrels, "it is a wonder to me that somebody did not show me this long ago. Do you fellows expect your customers to become barrel experts just for the pleasure of buying goods from you?"

Wooden Keg the Popular Container for Grapes in the Philippines

According to Assistant Trade Commissioner Harvey V. Rohrer, Manila, there are three types of packing used for grapes coming to the Philippine Islands—kegs, drums, and cases. The keg has been very popular in the Manila grape market. There are also quantities of grapes coming in at present in cases of 32 and 24 pounds. This season has experienced the use of a 32-pound drum for the shipment of grapes.

A Correction

In the January number of THE JOURNAL appeared a news item stating that the Truman, Ark., plant of the Ozark Company, Memphis, Tenn., had been destroyed by fire but was in course of rebuilding. We are advised by the Ozark Company that this news item was in error, as the plant was not destroyed, only some of the stave sheds with contents, and that no rebuilding is being done.

Adequate Sales Effort Among Condiment Manufacturers Would Develop Use of Wooden Barrels and Kegs for Export Shipments*

Foreign Trade in Pickles, Sauces, and Salads Growing Each Year—Barrels and Kegs Satisfactory Containers Wherever Used—Business Concentrated in Comparatively Few Markets

The United States foreign trade in pickles, sauces, and relishes in 1927 amounted to 27,994,572 pounds, valued at $3,188,958—an increase in volume of 4,769,270 pounds, and in value of $472,331, over the 1926 figures. The volume of trade was almost evenly divided in 1927 between exports and imports, the respective percentages being 50.8 and 49.2, as compared with 44.6 and 55.4 per cent., respectively, in 1926. The value of this trade in 1927 was not so evenly divided as the volume. Exports were credited with 64.5 per cent. of the total value of the trade in 1927, leaving only 35.5 per cent. for imports.

Increased Demand for American Products

A feature of the foreign trade in these products is the absence of fluctuations or unusual or sudden changes in trade trends. The 10 leading markets for United States exports under each of the three classifications—pickles, ketchup and tomato sauces, and other sauces and relishes—continue to become even larger purchasers of those products, while exports of such products, with the exception of pickles, to the less important markets have been well maintained. This trend proves not only the increasing popularity of the American products, but illustrates also the value of the policy of employing sales effort in existing as well as in potential markets. Another phenomenon is the concentration of trade in all of the above products in a comparatively few markets. Only 15 countries are included in the three groups of the ten leading markets for products exported from the United States under the above-mentioned classifications.

Canada the Largest Purchaser of Pickles and Relishes in 1927—Picklers Use Many Barrels and Kegs

United States exports of pickles and relishes to Canada, the most important market for the American products, have shown a gradual increase during the four-year period, 1924 to 1927, inclusive, despite the fact that the production of those products is an important industry in that country. The demand for pickles and salad dressings in bottles is steadily increasing in Canada, the most popular sizes being the 6, 8, and 12 ounces, and pints. Pickles are sold in wooden pails, kegs, half barrels, and barrels, and in some cases in bottles containing 20 to 30 ounces.

American Pickle and Condiments Cater to Quality Market

The pickles and condimental sauces from the United States are popular for their quality and enter a quality market, thereby overcoming the tariff barrier. It is believed, however, by some members of the trade, that the quality market is also becoming difficult to hold, with the establishment in Canada of a branch factory of an English firm, which has built up a reputation for manufacturing food products of a high quality. The Canadian price market is well taken care of by domestic producers, who are continually enlarging their output to meet the increasing demand resulting from extensive advertising.

Canada has not been an important market for ketchup and other tomato sauces from the United States, having at no time during the past four years ranked among the ten largest buyers. This condition is due partly to the fact that that country raises a fair amount of tomatoes, and also because British exporters as well as Canadian manufacturers have stressed the sales of other sauces than ketchup or tomato sauce in that market.

Most of the Pickles to Cuba go Forward in Kegs and Gallon Jars

During 1927 Cuba ranked second as a purchaser of pickles from the United States, but was only seventh in importance as a market for ketchup and other tomato sauces, and eighth of the first 10 markets for other sauces and relishes. The relatively minor position of that market as a purchaser of the latter products from the United States is accounted for by the strong competition which American sauces and relishes meet from similar products imported from Spain.

Cuban trade statistics show imports of pickles and sauces from Spain in 1926 totaling almost twice the volume of imports from the United States. It is believed, however, that Spanish pickles and sauces hold this popularity through their price appeal. Cuban statistics appraise the average unit value of the American products at two and one-half times that of the Spanish products. American pickles and sauces in Cuba meet relatively unimportant competition from France and Italy.

United States exports of pickles, ketchup and tomato sauces to Cuba have shown an increase during the past four years, accounted for principally by the increasing demand for dill pickles for making sandwiches in the large restaurants and cafes. Fancy pickles in jars, sweet gherkins and similar specialties have a fair size market, but most of the pickles sold there are imported in kegs and gallon jars. The market for ketchup is increasing, and practically all the large packers in this country are represented in Cuba. The demand, however, is still relatively small, considering the population of the country, and competition is extremely keen.

Mayonnaise is widely used in Cuba, but most of the product is made in the home. Salad dressings and mayonnaise are not generally imported in bulk, due to difficulties of rebottling under existing climatic conditions.

United States Obtains Most of Trade in Philippine Islands

The Philippine Islands is an important market for condiments and relishes from the United States, ranking third in importance in 1927 as a buyer of pickles, second as a market for ketchup and tomato sauces, and sixth as a consumer of other sauces and relishes.

Sour pickles are preferred by the natives in the Provinces, while in Manila sales of mixed and sweet varieties lead. There is some domestic bottling of pickles bought in bulk. Most of this is done by Chinese firms, but it is understood that one American firm is engaged in rebottling sour pickles imported in bulk from the Pacific coast for the provincial trade. The pickles packed in Manila by Chinese do not sell as well as the American product, despite cheaper prices. The local residents have indicated a preference for the imported brands and only a few stores carry stocks of the domestic pack.

The market for salad dressings is almost completely controlled by American firms. Prices of all brands are competitive and the business is fairly well divided.

Australia Offers Market for American Products Properly Distributed and Advertised

Australia is another important market for the sale of American pickles and relishes. Its position as fourth most important purchaser of American pickles has been maintained during the past four years, while in 1927 it rose from eighth to seventh place among the 10 most important markets for condimental sauces and relishes. The largest market is for mixed pickles, but sweet pickles and pickled onions also register fair sales.

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* Reprinted from *Commerce Reports*.

United States exports of sauces and relishes to Australia have decreased somewhat during the past three years, despite that country's improvement in relative importance as a market for the American products. There is, however, an increasing demand for mayonnaise and salad dressings in Australia, and the local trade feels that such condiments of American manufacture should find a market there, if they are equal to the local and the European products in price and quality, and are given proper distribution and sufficient advertising.

Government Commissaries Principal Buyers in Panama—Barrel and Keg Shipments are Numerous

The Republic of Panama ranks fifth in importance among the 10 largest markets for American pickles, ketchup and tomato sauces and fourth as a market for other sauces and relishes. The market for pickles is shared by American and British exporters. American pickles are sold in bottles of from 5 to 14 ounces, while the British varieties are packed in bottles containing 10 and 20 ounces. Sales of pickles in bulk are very small, being handled principally by the Chinese stores for sale to the poorer classes.

As in the Philippines, the mayonnaise and salad dressing market is almost completely controlled by American exporters. Most of the shipments of those products to that market are made at the owner's risk, owing to heavy losses incurred by improper packing and by sudden changes of temperature while in transit. Dealers generally advise against shipping in refrigeration, since facilities are practically unavailable in Panama for continuing to hold the product at a temperature even approximate to that obtained by refrigeration.

The government commissaries in the Canal Zone are, by far, the largest dealers in pickles and salad dressings in the Panama area. Pickles are sold in the commissaries in kegs and barrels, as well as in bottles, and it is believed that there is an opportunity for the sale of all well-known American pickles, condimental sauces and relishes with those agencies, provided prices are competitive and terms satisfactory. American manufacturers of the above products should realize the value of placing their wares with the commissaries in the Panama Canal Zone, since those agencies by their strategic position have opportunity to gain international distribution for American products by their sale to foreign vessels passing through the canal.

United States Exports of Pickles and Salad Dressings to Mexico Show Decrease

Despite the fact that United States exports of pickles and salad dressings to Mexico have shown a decline during recent years, that country continues to rank among the 10 best markets for those products. The decrease in exports to Mexico is due, it is believed, to the high Mexican import duties, which hinder extension of trade in those lines. Bottled pickles, for instance, must pay a duty of approximately 5½ cents per pound, plus surcharges of 10 and 2 per cent. and consular invoice charges of 10 per cent. The extent of the market for bottled pickles is not known, but it is stated that the sale of pickles in bulk in and around Mexico City, the principal buying area, amounts to approximately 50 half barrels annually.

The market for salad dressing in Mexico is almost completely controlled by American firms. Foreign competition is not considered severe and local competition comes solely from homemade salad dressings.

Although United States exports of ketchup and other tomato sauces to Mexico showed a decline in 1927, the general tendency during the past four years has been for an increase in shipments of those products to that country. The demand for ketchup and tomato sauces, however, is still relatively small, and the restrictive prices caused by high duties have had a tendency to keep the American products away from the poorer buying classes.

China Market for Pickles and Salad Dressings Restricted to Foreign Colonies

China has been an important buyer of pickles from the United States during recent years, ranking sixth in importance in 1927. Imported pickles are sold principally to the foreign population, the native preferring the varieties of pickles manufactured in the domestic market—principally pickled beans, cucumbers, and onions. These sell at prices far below the imported products, the scale of prices being so widely divergent that the products of the two sources are very seldom found in the same channels of trade. It is not expected that the demand for American pickles in China will be materially increased in the near future.

The sale of American ketchups and tomato sauces is relatively important in China when it is considered that that country ranked fourth in importance as a market for these products of American manufacture in 1927. The products are used not only by the foreign population in the large cities, but have become popular with the more wealthy Chinese families in the important trading centers. Salad dressings and mayonnaise, however, have not yet become popular with Chinese whose purchasing power would be sufficient to warrant the purchase of such condiments.

American Pickles Take Second Place to United Kingdom in South Africa

United States exports of pickles, ketchup, and tomato sauces to South Africa during 1927 were sufficient to place that country in seventh and eighth places, respectively, among the 10 largest importing countries for those products from the United States. Although this country ranks second as a supplier of pickles to South Africa, its share of the business is relatively small, compared with imports from the United Kingdom. In 1927 imports of pickles into South Africa from the United Kingdom amounted to about 376,000 pounds, while shipments from this country to South Africa totaled only 46,000 pounds. American pickles are popular in South Africa for their recognized quality but are hindered by an unfavorable price differential. British pickles sold in 10-ounce bottles—one of the most popular sizes—are quoted at about six cents cheaper in the retail trade than similar American packs.

South Africa ranks immediately below the 10 most important consuming countries for sauces and relishes from the United States in 1927. The practice of serving salads has not become popular in that country, thereby eliminating the principal use for mayonnaise and salad dressings. Until the custom of serving light mid-day meals accompanied by salads becomes more prevalent, an important increase in United States exports of sauces and relishes to South Africa can not be expected.

United Kingdom a Poor Market for Pickles

The United Kingdom, generally one of the most important markets for foodstuffs of American manufacture, is not a large purchaser of pickles from the United States, ranking just outside of the 10 most important consuming countries in 1927. This is believed to be accounted for, in part, by the fact that the British people have expressed a preference for pickles and relishes of a sweeter flavor, such as pickled onions, pickled walnuts and chutney, all of which are manufactured locally. Further, the climate of England is believed to be suitable for the production of such agricultural products as are used in the manufacture of various types of pickles.

As a market for ketchup and other tomato sauces, the United Kingdom has been our leading customer for the past several years, and these products are continuing to gain favor—especially in the British household. The per capita consumption of ketchup and other flavoring compounds made from tomatoes is still relatively small, however, when compared with the wide use of those products in this country. Ketchup is generally accepted as a product of American origin, and it is felt that as soon as it becomes better known in important foodstuffs markets such as the United Kingdom, the possibilities for increasing export trade in the product will be much enhanced.

The United Kingdom was the third most important customer for mayonnaise, salad dressings, and similar sauces and relishes during 1927. The manufacture of homemade salad dressings and the use of plain cream and whipped dressings on salads has hindered a more rapid development of trade in the above products between this country and the United Kingdom.

Two Important South American Markets

Other relatively important markets for pickles of American manufacture are Venezuela and Colombia, ranking ninth and tenth, respectively, among the 10 most important consuming countries for exports of that product from the United States in 1927. Shipments to both countries have shown a gradual increase in recent years, and it is possible that this increase may continue at a sufficiently rapid pace to overcome the leads now held by some of the larger consuming countries. United States exports of ketchup and tomato sauces to Colombia during 1927 were sufficiently large to place that country ninth on the list of importers of the American products, followed by the Dominican Republic, and leaving Venezuela just outside the group of the 10 leading consumers. Venezuela ranked fifth in importance in 1927, however, as a market for United States exports of other sauces than tomato sauces and relishes. Java and Madura and British India held ninth and last places, respectively, among the 10 foremost markets in 1927 for American sauces and relishes.

Outlook for the Pickle and Condiment Trade

Radical changes in the volume or trends of trade in pickles, sauces, and relishes in the near future are not expected. Purchases by certain Latin-American countries will probably continue to show some increase. In the Orient the market for these products is expected to continue normal, since they are consumed principally by Europeans, whose earning power is sufficiently large and generally constant to insure continued sales. Greater competition may be looked for in Canada from the domestic industry and from branch factories of British firms. In South Africa competitive prices will help the sale of American pickles and condimental sauces; also increased exports to that area may be anticipated when changes in modes of living have built up a larger consumer demand for such foodstuffs. In practically all of the countries of continental Europe, condimental sauces of American manufacture are often considered a luxury by the natives on account of their price. The market for such products in many of those countries is consequently restricted to foreigners and to hotels and restaurants catering to tourists. The possibilities of the United Kingdom market, however, are far from exhausted. Sales of pickles to that market may continue to be unimportant, but increased business in ketchup and tomato sauces may be expected to parallel the rapid growth of popularity of those products in the British household. Exports of other condimental sauces and relishes to the United Kingdom will probably show a slow but steady improvement as their qualities become more generally recognized.

Oils and Fat Exports for 1928

Exports of oils and fats increased in 1928 as compared with the preceding year, the balance in favor of 1928 being close to 70,000,000 pounds. Total value of the shipments for last year bettered 1927 by $4,000,000.

For 1928, lard showed a gain of 78,420,000 pounds, totaling 759,722,195 pounds against 681,302,000 pounds for 1927.

How Present Business Looks in Barrel Consuming Industries

Vegetable Oil Industry as a Whole in Satisfactory Condition

Interest in vegetable oils is on the upgrade, and although buying cannot be said to be real heavy at present, there is a decided improvement to be noted in inquiries and the prospects for the future are favorable to a much greater demand.

Consumers are taking good sized quantities of castor oil against present contracts, and new business is being booked at better prices.

Olive oil foots holds firm with buyers absorbing a considerable volume of this commodity. Even palm oil shipments have enlarged with a corresponding advance in price.

Rapeseed continues to improve both as to demand and price, while crude and refined corn oil are enjoying a very fair volume of trade.

The weak spots in the vegetable oils markets are china wood oil and cocoanut oil. The first product is unsettled with lack of interest on the part of consumers. Cocoanut oil, however, is having a steady, even though a quiet demand.

Tallow and Grease Markets Holding Firm—Stocks on Hand Not Plentiful

The trade situation in the tallow industry at seaboard points is considerably stronger. Volume of sales are not large, nevertheless the tone of the market is such as to indicate firm prices.

According to Government reports the number of cattle in the country is merely a trifle higher than a year ago, but this has no appreciable effect on producers and sellers. Moreover, from all appearances producers of this commodity are pretty well sold up.

Demand for stearine and oleo oils is quiet at present, but prices are held steady with possibilities of advances becoming effective.

The conditions in the grease trade are even more encouraging than for tallow. There are no stocks being offered freely, and sales that are booked are at advanced prices.

Outlook for Linseed Oil Much Better

Trade in linseed oil is quite active, especially in carlots for prompt delivery, although certain concessions are being asked for by buyers of large quantities.

Withdrawals against contracts show an increase, and as the spring months arrive, it is generally conceded that shipments will increase materially. Seed shipments from Argentine are very heavy, shipments during the last week of January approximating 3,016,000 bushels, of which 843,000 bushels came forward to the United States.

Cotton Oil Market in Healthy Condition with Prospects for Higher Prices

During the first week of February the cotton oil market developed much activity with a good volume of buying at more profitable prices.

It is estimated by some producers that 80 per cent. of the season's crush has already been marketed. Meanwhile stocks that are available are held by strong factors, and while here and there some may be selling futures, most of the refiners' brokers are on the buying side of March.

Soap makers are watching the market closely but from all indications advanced prices are more possible at the present time in view of the reduced offers and the probability of the adoption of a higher tariff on imported oils.

1929 Trade Opens Well for Chemicals —Buying is Heavy and Market Shows Strength

There was quite an increase in the shipments of industrial chemicals during the latter part of January, and the month of February opens with exceedingly good prospects for this trade.

Industries that are numbered among the consumers of chemicals are steadily increasing their shipping demands and it is generally thought that the volume will gain momentum as February advances.

There are very few changes in prices, but the undertone is firm at the same time that quotations are such as to encourage free buying.

Denatured Alcohol Continues Strong with a Good Demand From Consuming Trades

There has been no recession noted in the strong market that has prevailed in denatured alcohol circles. Distillers in many instances are quoting higher prices, due no doubt to the fact that consumers are placing orders for their entire federal allotment for the first half of the year.

Methanol continues to have an assorted demand which has helped to uphold the established level of prices.

Turpentine and Rosin Production for 1928

The Department of Commerce announces that, according to data collected in co-operation with the Department of Agriculture at the recent biennial census of manufacturers, the establishments engaged primarily in the distillation of turpentine and rosin from crude gum reported products for the crop year ended March 31, 1928, valued at $39,902,971, a decrease of 5.8 per cent. as compared with $42,364,413 for the crop year ended March 31, 1926, the last preceding census year. These establishments reported a total production of 31,549,082 gallons of turpentine and 2,071,813 barrels (of 500 pounds) of rosin.

This industry embraces establishments engaged primarily in the distillation of turpentine and rosin from crude gum, a semifluid exudation from certain species of pine trees. No data for establishments reporting products valued at less than $5,000 are, however, tabulated.

In addition, considerable quantities of turpentine and rosin are made by the distillation of wood, both by the steam-solvent process and by the destructive process. During the calendar year 1927 the production by these processes amounted to 4,390,796 gallons of turpentine and 452,167 barrels of rosin. These quantities represent increases of 31.5 per cent. and 39.3 per cent., respectively, as compared with the corresponding figures for the crop year 1925-1926.

Of the 1,149 establishments reporting for 1927-28, 614 were located in Georgia, 343 in Florida, 113 in Alabama, 32 in South Carolina, 28 in Mississippi, 13 in Louisiana, 5 in Texas, and 1 in North Carolina.

Apple Exports

For the week ending January 26th, exports of apples from the United States and Canada totaled 110,641 barrels and 431,799 boxes, according to the weekly report issued by the International Apple Shippers' Association. Exports to date total 2,847,504 barrels and 7,922,671 boxes, compared with 4,033,453 barrels and 1,699,035 boxes to the same date last year.

An Opportunity for Greater Use of Wooden Barrels in Hastings, Fla., Section

Shipment of vegetables from Hastings, Fla., to Northern markets has been very active during recent weeks. It is estimated that 15 cars of cabbage and 15 cars of cauliflower were shipped during the last two weeks of January.

Diversified farming is a new venture in this section and that it is meeting with the approval of the farmers is shown by the acreages that are being planned for cucumbers, peppers, squash, watermelons and other crops which probably means that in the future something will be shipped from Hastings every month in the year. It is said that the soil around Hastings is adapted to the production of most all vegetables and many changes in crops are taking place. Hastings is a large potato section and for many years potatoes have been the exclusive crop.

SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

MACHINERY FOR SALE

FOR SALE—Two Whitney drums, 20x39 inches, with new blades.

TREXLER COOPERAGE CO.
Allentown, Pa.

SAVE WITH SAFETY
THIRTY-THREE YEARS SERVING COOPERAGE TRADE

FOR SALE

1—20" B. D. Whitney drum saw
1—Ditto with self-feed attachment
1—Gerlach double wheel jointer
1—Gerlach single wheel jointer
1—24" B. D. Whitney drum saw
1—24" Gerlach drum saw
1—32" Widdowson foot power stave jointer
1—46" Greenwood foot power stave jointer
1—Trevor stave bolt equalizer
4—Rebuilt Steam Engines, 55-60-75-85 HP
1—Greenwood 36" stave cutter
1—Steam Log unloading outfit
1—Greenwood 50" Pendulous heading saw
1—Rochester No. 3, 60" late type heading jointer
1—Greenwood 60" heading jointer
1—Greenwood heading baling press, power drive
1—Trevor heading baling press, hand power
1—Greenwood 18" heading planer
1—Rochester 24" heading planer
1—Trevor 24" heading planer
1—Gerlach chain feed single stave planer
1—Holmes No. 2 double stave planer
1—Rochester No. 4 heading turner
1—Trevor heading turner
3—New Noble No. 1 barrel heaters
1—Clough & Witt slack barrel crozer
1—Clough & Witt trusser
1—Set Holmes Slack Barrel Machines
1—Bailey 40" right hand exhaust fan
1—Rogers-Buffalo 36" knife grinder
Truss Hoops—all sizes—Prices on application.

All kinds tight barrel, tight stave, tight heading, rosin barrel machines. If you don't see what you want, write us anyway.

NOBLE MACHINE COMPANY
902 Hayden St. Fort Wayne, Indiana

MACHINERY FOR SALE

FOR SALE AT RIGHT PRICE
A complete set of Holmes Barrel Machinery, also pulleys, belting, shafting and 20-horse power motor and Eureka Heater. All in first-class condition.

GERMANTOWN CO-OPERATIVE ASSN., INC.
Germantown, N. Y.

USED and rebuilt machinery for sale. Two Liberty Heading Turners, complete and guaranteed, capacity 12- to 20-inch heads, $75 each. One Whitney 20-inch stave saw, heavy arbor type, drum in excellent condition, but needs new steel, will sell as is for $75, or will have it resteeled at factory at cost. One flat heading or shingle saw with new 38-inch Simmonds saw. This machine is in first-class condition, priced for quick sale, $175.

LIBERTY MACHINE CO.
Liberty, Maine

1—No. 59 Holmes Windlass
1—No. 115 Holmes Trusser
1—No. 145 Holmes Crozer
1—No. 134 Holmes Head Hoop Remover
1—No. 13¾ Holmes Heading Up Machine
1—No. 138 Holmes Bilge Hoop Remover
1—No. 16½ Holmes Sander
1—No. 75 Holmes Hooper
1—No. 34½ Holmes Double Riveter
1—No. 1 Glader Hoop Expander
1—No. 2½ Glader Hoop Expander
5—Keg Steamers, cast iron bottom plates with sheet iron hood and sheaves.
10—Gas fires with hoods.

Machines equipped to manufacture 5-, 10-, 15-, 16- and 17½-gallon kegs. The above machinery has had about one year of actual use.

"Barrel Machinery," care of "The National Coopers' Journal," Philadelphia, Pa.

HELP WANTED

WANTED—Man to supervise the counting and unloading of stock, inspection of staves, and one experienced in handling jointer men. Must also have ability to take charge of shop in case of superintendent's absence. Address "ASSISTANT," care of "The Journal," Philadelphia, Pa.

WANTED—Superintendent for slack barrel heading plant, capable of taking full charge of all mill operations including the supervising of the bush work, must not be over 55. In replying do so in own handwriting, state wages required and past experience with reference. Address "R. E. P.," care of "The National Coopers' Journal," Philadelphia, Pa.

POSITION WANTED

WANTED—Position as stave jointer and heading foreman. Understand the upkeep of machinery and grinding of knives; also inspection of staves and heading. Address "Stave," care of "The National Coopers' Journal, Philadelphia, Pa.

TIMBER FOR SALE

FOR SALE—1400 acres of Pine and Oak Cooperage and Tie Timber. Seven miles from Pennsylvania Ry. Ample time given for removal. Address EUGENE H. CAMPBELL, Gerrardstown, W. Va.

Wooden Barrel Manufacturers' and Dealers' Directory

CANTON BARREL COMPANY, Canton, Ohio. — Dealers and brokers in Wooden Barrels of all descriptions, Tight and Slack.

H. METZGER'S SONS, 11-15 Eighteenth St., Richmond, Va.—New and Second-Hand Barrels, Kegs and Hogsheads of all kinds.

EMPIRE BARREL CO., 1925 Clinton St., Detroit, Mich.—Second-Hand Barrels of all descriptions. Lard Tubs and Nail Kegs.

J. S. JONES COOPERAGE, 12 N. 19th St., Richmond, Va.—Dealer in Used Tight and Slack Barrels of all kinds.

MOEHN COOPERAGE CO., 310 Southeast Ninth St., Des Moines, Iowa.—New and used Tight and Slack Barrels for Apples, Poultry, Sugar, Alcohol Kegs, etc.

AMERICAN COOPERAGE CO., INC., Maurer, N. J.—Manufacturer of New Tight Barrels made of oak, fir and gum stock.

REGISTER NOW
AND
LET THE CONSUMERS KNOW
WHERE TO GET THEIR
WOODEN BARREL SUPPLIES

AMERICAN COOPERAGE CO., INC., Maurer, N. J.—Dealers in Second-Hand and Recoopered Tight Barrels.

WOLVERINE BARREL AND BAG CO., 624 Watson St., Grand Rapids, Mich.—Recoopered Tight Barrels for all uses. New Slack Barrels for Apples, Lettuce, etc.

JOHN PAXTON & CO., 5435 Cosgrain St., Montreal, Canada.—Manufacturers of and dealers in Flour, Sugar and Apple Barrels. Fir Pork Barrels, 100 lbs. and 200 lbs.

HOUSTON COOPERAGE AND TUB CO., Box 546, Houston, Texas.—New Tight Barrels from 5 gal. to 55 gal. New Slack Barrels of all kinds. Second-Hand Barrels. Ice cream Tubs all sizes.

PERTH AMBOY BARREL CO., 1049-63 State St., Maurer, N. J.—Dealer in New and Used Tight and Slack Barrels of all descriptions.

JACK COHEN COOPERAGE WORKS, 725 W. Henry St., Indianapolis, Ind.—Dealer in Second-Hand Barrels of all kinds.

Founded 1850 (NEW YORK AND PHILADELPHIA) Incorporated 1900
We are large buyers of Slack Cooperage
Stock of all kinds and we want your prices
N. & H. O'DONNELL COOPERAGE CO.
BARREL MANUFACTURERS
Moore St., Water to Swanson St. PHILADELPHIA, PA.

HICKSON-ROGERS MANUFACTURING CO.
MANUFACTURERS OF
Dowel Pins *Club Turned Oak and Hickory Spokes*
Tight Barrel Staves
[WE ARE READY TO HANDLE YOUR ORDERS IN ANY QUANTITIES. STOCK AND SERVICE A-1. WRITE US]
PARAGOULD ARKANSAS

Tight and Slack Barrels
We carry new Cooperage from 5 to 50-gallon on hand at all times for local or carload shipments. Ready to fill barrels for all requirements
Plants at Neville Island, Pa., and Pittsburgh, Pa.
ADDRESS CORRESPONDENCE TO
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2723 Liberty Avenue, Pittsburgh, Pa.

Cooperage Stock & Barrel Shooks
Cooperage — Associated Cooperage Industries — Machinery
B. C. Sheahan Company 166 West Jackson Blvd. CHICAGO, ILLINOIS

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IS the kind of advertising that tells in the end. Every reader of a trade paper examines the advertising pages about as closely as he does the reading pages. Your advertisement placed in one issue and then withdrawn, or inserted only for a few issues, does not begin to make the impression on a reader that a permanent advertisement does. **It would not be wise to expect every reader is ready to buy the minute he sees your advertisement.** It may be three months, six months, or a year, before he is in the market for your particular line. If you run your advertisement for only a short time, and then withdraw it, you will miss the inquiry of the reader who will be in the market a little later. You and your advertisement may be forgotten.

The firm who advertises is the firm remembered by the reader when ready to buy. Therefore, don't make the mistake of thinking the buyer is likely to remember you unless you remember him by placing your goods before him in each issue of the paper he makes a practice of reading. The **one sure way to win business, and to hold it, is to go after it and keep after it.**

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National Bank Building LIVERPOOL, ENGLAND
BUYERS OF ALL KINDS OF
STAVES AND HEADING
Offer us that stock on your yard
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Manufacturers of All Kinds of
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FROM WHITE OAK, RED OAK, ASH AND GUM
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Branch Mills in Tennessee, Mississippi, Alabama

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STAVES, HOOPS, HEADING AND SHOOKS
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PROPERLY MADE **Tight Barrel** QUALITY STOCK
STAVES AND HEADING
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Since 1888 Manufacturers of
Quality Stock
Our Northern Elm Hoops
"Best by Test"
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WE ARE BUYERS OF
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ALL LENGTHS *Try our Service* SOFT VARIETY
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Hot and Cold Rolled Steel Hoops
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WE INVITE YOUR INQUIRY FOR C. I. F. PRICES
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FREIGHT RATES TO
St. Louis, 13c — New Orleans, 24c
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Have you anything to sell, or want to buy or exchange anything?
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If QUALITY and SERVICE are what you want, "WE'VE GOT IT."
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Manufacturer of and Dealer in
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Orders solicited for straight or mixed cars. Write us whether you want to buy or sell. Satisfaction Guaranteed.
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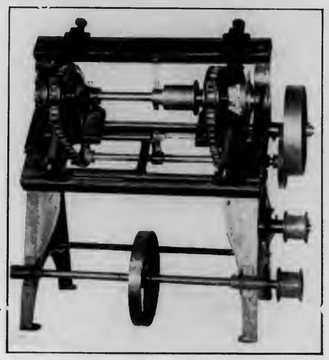
LIBERTY
Stave Chamfering, Crozing and Equalizing Machine
DURABLE ECONOMICAL

Capacity 12000 Staves Daily—PRICE $350
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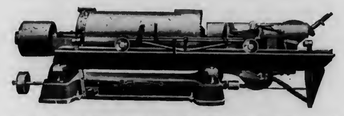
SAWYERS LIKE THIS ONE
The operator does not have to pull the staves out; they glide from the machine on a Goodyear endless rubber belt. The Hyatt roller bearings make it easier to push the carriage and the sawyer gets more and better staves with less work. The personal profit and satisfaction of the sawyer governs to a large extent the success of the mill.

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SAWS STAVES ON 26" CIRCLE
FROM 20" TO 42" LONG
THE GERLACH COMPANY
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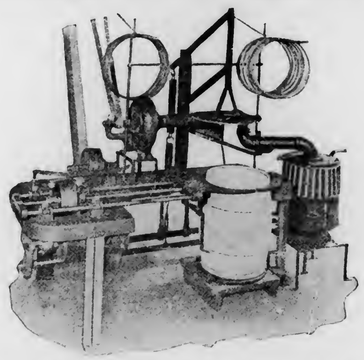
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"Perfection" Heading-up Machine
for heading-up and hooping off all classes of slack cooperage. Repeat orders and the successful operation of every machine sold in various parts of the country, is our history to date.
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The Latest Improved Machinery
for
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Complete plants
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Send for Catalogue and Prices

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No. 5 HEADING TURNER showing new belt feed arrangement, dispensing with worm, worm wheel and bevel gears.

This Turner is designed for Circling Slack Keg Heading, Barrel Heading and Square Edge Covers.

We manufacture a full line of Slack Stave and Heading Machinery.

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A new design machine of extremely strong and rigid construction especially adapted for cutting hardwood staves. Write for particulars.

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DEVOTED TO THE COOPERAGE INDUSTRY

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Red Oak and White Oak
from 9" to 23" in diameter of the best quality

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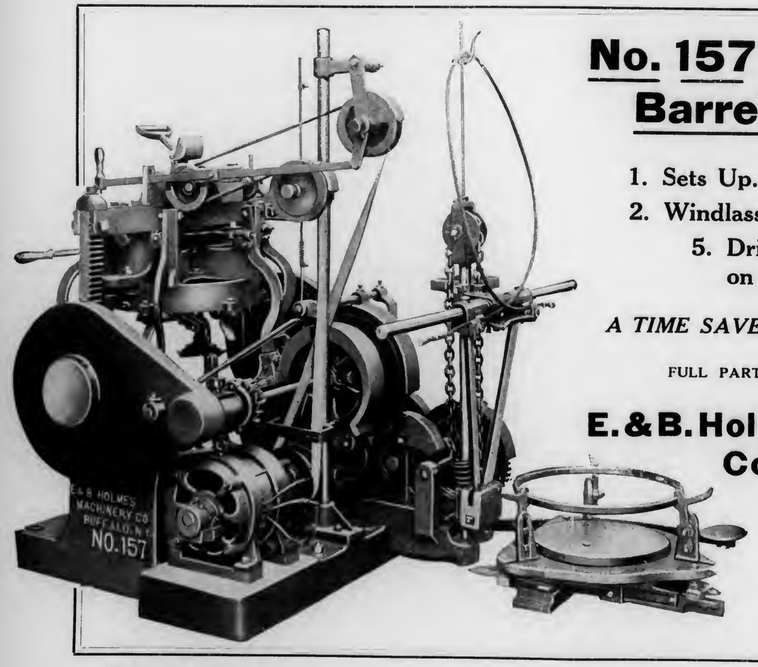

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2. Windlasses.
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Good heads are as equally essential to the making of wooden barrels as staves and hoops.

H&D heads are good heads and will win the business. With H&D heads you have a guarantee of "Quality--Service--Workmanship."

Let us tell you more about them. There are no better heads made.

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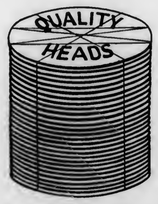

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STAVES BARRELS
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Enormous Factory Capacity
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New Slack Barrels for all dry materials, chemicals, sugar, etc.

Tongued and Grooved Barrels a Specialty

BARRELS

Second-hand Barrels
All Kinds Slack and Tight

We Specialize preparing tight barrels for all purposes

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Cooperage — Associated Cooperage Industries — Machinery

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Manufacturer

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TIGHT BARREL STAVES

Tight Sap White Oak Oils,
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Why send your saws a thousand miles to be resteeled when we can do it in the South at a large saving?

We make new drums and resteel old drums fitting any machine

THIRTY YEARS' EXPERIENCE

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All Work Guaranteed *Write Us for Prices*

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Satisfaction Assured
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MANUFACTURERS OF
All Classes Kiln-Dried and Jointed Tight Barrel Staves
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Bright, Blued, Coppered or Galvanized
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SLACK BARREL MANUFACTURERS—ALL KINDS
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When it comes to coopers' tools and supplies "Hynson" stands second to none. We manufacture our products and are always stocked to handle orders promptly and satisfactorily. There is nothing the barrel maker needs that we can not supply. Place your orders with us now.

Largest Exclusive Coopers' Tool Supply House in the World

THE HYNSON COMPANY
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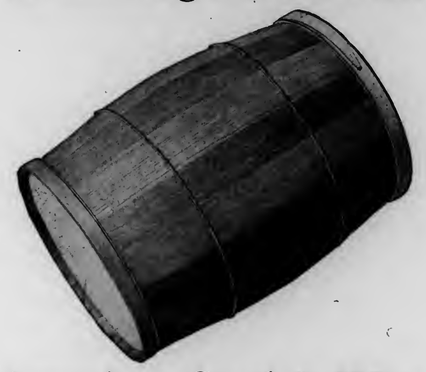
Strength and Economy in binding barrels with



American Steel & Wire Company's
WIRE HOOPS

WIRE HOOPS mean greater strength for barrels and better protection for shipments.

At the same time, the low price of Wire Hoops reduces the cost of the completed package.

Packers find that barrels bound with American Wire Hoops measure up to the most exacting requirements of modern transportation. Bind *your* barrels with American Wire Hoops and assure your customers of added satisfaction.

We invite your inquiry for detailed information, and will gladly send you, without charge, samples in sufficient quantity to make a thorough test.

Secure bilge hoops with Staples or Fasteners as illustrated.

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The National Coopers' Journal

FORTY-FOURTH YEAR | Philadelphia, March, 1929 | $2.00 PER YEAR VOL. XLIV, No. 11

Weather Conditions in Louisiana Have Been a Factor in Volume of Cooperage Consumed

Demand for Barrels Has Fluctuated as Consuming Trades' Business Increased and Lowered With Changing Weather—Produce Barrel Shipments Excellent But Substitutes Are Very Active

All through the winter Louisiana has been experiencing the vicissitudes of climate usual in this latitude. There would be some ten days of delightful spring weather, when vegetation flourished at its best, field work was a delight and produce shipments from every little station were numerous and profitable. Then the tail end of some northern blizzard would sweep down over the State, and for a week cold drizzling rains would check the growth of garden crops, the fields would become miry and the gathering of produce would become difficult, if not impossible.

The slack barrel cooperage business has fluctuated with the changes in the weather. One day a shop would be rushed with orders for immediate delivery, and on the next would receive only countermands, or instructions to hold shipments until further notice. The cooper usually works under shelter, but, nevertheless, a heavy rain tends to put him out of a job until the sky clears. Meeting these business fluctuations is something of a puzzle, but most of the shops have succeeded in working it out fairly well. They work when they have orders, and when they have only countermands they keep on working anyhow, believing that good weather and good business will soon come again.

Mardi Gras Retards Business Operations

It was at a time when business was at its best that the annual interruption came, more disastrous than a Mississippi overflow. This was the carnival, when all the people in the State who could work quit work and crowded into town to celebrate, and the town quit work to entertain them. All business ceased, street cars stopped running, the streets were roped off against all traffic and everybody whooped things up for a week. Then for another week all of us who were out of the hospital did nothing but boast of the glorious time we had had, and plan for the fun we would see at the next carnival.

After such an interruption it is a little hard to get back to business, but at last trade has once more caught its stride, and business flourishes again, the only drawback at present being the substitute package.

Crates, Hampers and Baskets Hold Sway in Some Sections

Down at the French Market, one of the chief vegetable packing centers of the city, there are shippers who apparently never heard of such a package as a barrel, but use crates, hampers and baskets exclusively, then again there are places where for as much as three blocks the good natured citizens walk in the streets, because the work of the packers has overflowed their establishments and the sidewalks are crowded with barrels. A good many of these packages bear the brand, "Chris Reuter, the Vegetable King."

If anybody here has a right to use that title it is Mr. Reuter, for he certainly knows his vegetables, and ships vast quantities of them. He also knows his cooperage, and uses a great many high class produce barrels. His barrels are well made, and his packers know how to fill them, which is more than can be said of some packers, who fill a barrel so badly that it brings the package into disrepute.

Produce Barrel Business Good But Trade Requires Close Attention

The business in produce barrels is good, but do not for one moment delude yourself into thinking that it is going to stay that way unless somebody hustles, and does it soon.

Tight Coopers Are Having Busy Time

The tight coopers are doing fairly well, for the demand for oil barrels has been pretty good lately, which, considering the amount of high powered salesmanship that is behind the steel barrel, is really surprising. There is also a fair demand for cooperage for the products of the cottonseed oil mills.

There have been occasional small orders for pickle barrels, some for transporting the little cucumbers to the bottlers and some for the use of retailers who handle them in bulk. A variety of half barrels and kegs are also used for this purpose, but the favorite packages are those used by the Horseshoe Pickle Works, of this city. These are good, solid buckets, smaller at the head than at the bottom, and made in three standard sizes. Other popular and attractive packages are the buckets used by the packers of jellies and jams. Private families usually buy their jellies and jams in glasses, but the hotel trade prefers the thirty-pound bucket. Many of the small retailers also buy jams in these buckets and sell by weight or measure. In such groceries there is great competition among the customers, who want to buy the fine bucket in advance and have it saved for them when it is emptied.

Sheet Steel Drum a Dangerous Container for Pine Tar

In some quarters there has been a good demand for wooden barrels for pine tar, though, of course, the steel drum salesman has been on that job with some success. One of their talking points has been that pine tar is highly inflammable and should be shipped in the drum, an absolutely fireproof container. A case to the point was recently witnessed here. In the establishment of a naval stores dealer in this city some of these steel drums, filled with pine tar, were placed too near the fire.

The heat was not great, but steel is such a good conductor that the tar was soon heated and there was a terrific explosion. Flaming tar spouted in all directions, and other explosions followed in rapid succession. Lids were ripped from some of the drums and hurled into space, while one drum soared two hundred feet in the air. Then the neighbors were too busy getting out of the way to say just what did happen next, though the manager of a nearby lumber company says that he saw ten drums traveling skyward at one time. By some miracle there were no fatalities, and the fires were extinguished without much loss, except fifty drums and their contents.

Use Wooden Barrels for Pine Tar

The claim that there is any absolutely fire-proof container for an inflammable substance is, of course, nonsense, but the heat that will not ignite an oak or gum barrel will penetrate a steel drum and cause an explosion, while if the fire is close enough to ignite wooden staves they will burn through and release the contents, and there will be a fire, but no disastrous explosion.

The lesson this incident teaches is, use wooden barrels for pine tar.

Shipment of Staves to North Africa

Approximately 120,000 white oak staves were loaded at Beaumont, Texas, recently on the German steamer Rostock for delivery at Algiers and Oran in North Africa and the French port, Celte.

Flour Barrel Trade in Buffalo is Fair—Coopers Await Increase in Export Demand

The flour barrel demand has been of fair proportions during the past month, though not big enough to keep the shops working briskly. Reports from the millers state that the export business is not large at this time, and this, of course, reflects on the trade of the coopers. Local flour mills are reported to be operating on about 75 per cent of capacity, as against 85 per cent a short time ago.

Figures published a few days ago show an increase of about 8 per cent in the amount of flour production of Buffalo mills in 1928, as compared with the preceding year. The output here last year was 10,343,459 barrels, while in 1927 it was 9,545,548 barrels. The figures are about double those of ten years ago and bring Buffalo close to Minneapolis as the leading flour producer of the country.

Flour Milling in Transit Gives Buffalo Advantage

Kansas City and other Southwestern millers look with much disfavor on the milling-in-transit privilege enjoyed by Buffalo mills, enabling the latter to bring in Canadian wheat in bond without paying any duty and thus giving this city an advantage over the Southwest in the matter of export flour business. On February 25th the Southwestern millers are to enter a protest on the subject with the House Ways and Means Committee. They claim that Buffalo mills have made it very difficult for competitors to do business in the Cuban market. On the other hand the local mills say that if it were not for the milling-in-bond privilege, most of the Cuban sales would be made by Canadian millers.

News Notes of Interest

L. A. Colton, president of the Seneca Kraut and Pickling Co., Geneva, N. Y., and controlling four sauerkraut manufacturing plants in that vicinity, is to erect a fifth plant as soon as weather conditions permit. It will be located about a mile west of the State experiment station and will provide the means for disposing of a large amount of cabbage grown in the neighborhood.

Fire caused damage of $200,000 on January 29th to the plant of the Rouseville (Pa.) Cooperage Co., according to the estimate of one of the owners, L. K. Manion. It apparently started in a storehouse back of the main plant, though the origin is a mystery. An unusually large stock of material for wooden barrels was on hand, all of which was destroyed, and much damage was done to machinery. All the burned buildings, including the warehouse, were of frame construction. The company's office was saved and the part of the plant devoted to the manufacture of steel barrels was not touched.

New York State is expected to embark on a very ambitious program of reforesting, the cost of which over a period of years is estimated at $50,000,000. It is proposed to bring nearly 1,000,000 acres of idle farm land into productivity. A bill introduced into the two houses of the Legislature by Senator Charles J. Hewitt and Assemblyman Eberly Hutchinson provides that the State shall take over, either by purchase or gift, areas of suitable land greater than 500 acres in extent, and planted with suitable trees under the direction of the conservation commission. An appropriation of $115,000 is called for to get the work under way, of which $15,000 is to be used for setting up new tree nurseries to take care of increased demands. Under this plan several Western New York counties would plant the following number of acres: Allegheny, 18,154; Cattaraugus, 12,169; Chautauqua, 11,160; Wyoming, 4,080.

Flour for the African Gold Coast Must be Shipped in Watertight Wooden Barrels

According to Assistant Trade Commissioner Charles K. Morris, Accra, Gold Coast Colony, flour destined for that locality must be shipped in watertight wooden barrels, of 196 pounds net, because the flour is put ashore by means of surf boats. These barrels receive very rough handling both on board ship and on shore. The native boy carrying them up the beach usually wades out to the surf boat, has the barrel placed upon his shoulder, and when he arrives at the customhouse, drops it without bending over. There is usually a small mat to break the jar of the fall, but if the barrel drops on end there is danger of its cracking open, hence the necessity of well-made barrels. Usually the barrel is coopered with six metal hoops and has metal braces across the ends.

Dry Kiln Engineers Discuss Automatic Kiln Control at Memphis Meeting

The Dry Kiln Engineers Association in its semi-monthly meeting, March 5th, at the Lumbermen's Club, Memphis, gave thorough attention to dry kiln control, and the possibilities of stagnant spots in dry kilns.

Automatic control of dry kilns was given much time, and discussion was widespread. While no definite conclusions were reached, it was the consensus of opinion of the engineers that automatic control is a great help and effects tremendous economies through saving of heat and steam, but the perfect automatic dry kiln has not yet "arrived." The care of an experienced engineer is a prime requisite to the proper drying of hardwoods, despite the efficiency of the equipment, one engineer said.

The automatic control is too mechanical and lacks the human touch, another added. Automatic control keeps steam constant and saves coal, all the engineers agreed.

Three new members were taken into the association. They are Frank Allen, of the Pekin Wood Products Company, of Helena; L. J. Coan, of James E. Stark & Company, and R. H. Knight, of Nickey Brothers.

Membership of the club now embraces kiln engineers with every lumber concern operating dry kilns in Memphis and many from outside points. The club will meet again on March 19th. Earl S. Swartzbaugh, foreman for the McLain Hardwood Lumber Company, is president of the club and presided at the meeting.

Turner-Farber-Love Company Place New Band Mill in Operation

The Turner-Farber-Love Company, stave and lumber manufacturers of Leland, Miss., have placed their new band mill at St. Stephens, S. C., 65 miles north of Charleston, in operation and now has accumulated more than a million feet of gum, cypress, ash and other hardwoods.

The Turner-Farber-Love Company has sufficient timber standing at St. Stephens for a run of ten or twelve years. The property is under the supervision of L. C. Gause, general superintendent.

Mr. Turner will make a trip to the mill in a few days. Operation of the South Carolina mill will not affect any of the other extensive Turner-Farber-Love hardwood manufacturing operations. The mill at St. Stephens was formerly at Charleston, Miss., where it was known as the world's largest hardwood band mill.

Stave Mill Again Producing

The Ellis Stave Company, Tomkinsville, Ky., has begun operations after a shutdown of several months. The company has contracted for several large tracts of white oak timber.

Stave Plant Resumes Operation

James R. Hudson, Camden, Ark., has placed his stave mill in operation after a long period of idleness. He completely overhauled the mill prior to placing it in operation.

Hoop and Lumber Company Suffers Fire Loss

The hoop, lumber and veneer plant of the R. L. Muse Hoop and Lumber Company, Jonesboro, Ark., was destroyed by fire recently with a loss of $80,000.

New Veneer and Heading Plant

Farley & Maxwell, Crossville, Tenn., have started a veneer and heading manufacturing business.

Sugar Refiners Launch Co-operative Publicity Campaign to Protect Interests of Industry

Sixteen Refining Companies Join in Advertising Plan to Counteract Attacks Against Essential Food Product in Diets—Allied Industries Will Benefit From Activities—Opportunity Presented to Increase Use of Wooden Barrel

A co-operative effort in the way of an advertising campaign has been launched by the Sugar Institute, Inc., the association of cane sugar refiners of the United States, to direct towards a common end certain activities of four large groups of industries whose members, as producers, manufacturers or distributors of food products, have a common interest in off-setting the preachments of those who would totally or partially eliminate from the diet various essential foods.

A booklet just published by the institute outlines the methods and prospective advantages of such co-operation, and at the same time explains the objectives of the institute's present newspaper and magazine advertising campaign. The proposed co-operation includes the seizure of every opportunity to promote sane eating habits as opposed to the doctrines of those who advocate a reduction in the individual's consumption of foods that are essential to a properly balanced diet. The use of suggested slogans on packages, boxes, cartons, bags, barrels and other containers is particularly urged.

Sugar Publicity Campaign of Interest to Cooperage Industry

The advertising campaign of the sugar refiners should be and is of interest to cooperage manufacturers from several angles. There is no question but that the results from the co-operative effort will be beneficial, so far as increasing the volume of sugar consumed as an individual product, and as a constituent of other products, but the importance of this move on the part of the refiners, as it touches the cooperage trade is the possibility for the greater use of the wooden barrel.

Cleanliness and sanitation are the leading factors that must be considered by food product manufacturers in any effort to counteract opposition to the use of the manufactured products and in the instance of meeting the propaganda which has for its purpose the lowered consumption of essential food products in diets, cleanliness and sanitation are most imperative.

The wooden barrel is the one container that will give to the sugar refiner this desired cleanliness and sanitation, for bags are and always have been a menace to health in the shipment of sugar and many of its kindred products.

How Much of This Volume in Quantity is Shipped in Wooden Barrels?

Statistics appearing in the booklet show that $10,000,000,000 is the annual sales volume, at wholesale prices, of the four groups embraced by the institute's co-operative plan. The groups include the interests manufacturing sugar and other sweeteners, and the principal lines of food products with which sugar is used either as a component of the product, or is added in the kitchen or at the table. The statistics follow:

The Sweeteners

Sugar (cane and beet)	$750,000,000
Corn syrups and admixtures	42,000,000
Corn sugar	20,000,000
Maple sugar and syrup	12,000,000
Honey	12,000,000
Cane syrup	2,500,000
Molasses	1,500,000
Total	$840,000,000

Products In Which Sugar Is Used As a Component

Bakery products	$1,064,000,000
Confectionery products	414,000,000
Ice cream	320,000,000
Carbonated beverages	168,000,000
Condiments	107,000,000
Canned fruits	95,000,000
Cereal beverages	60,000,000
Flavoring syrups	52,000,000
Chewing gum	50,000,000
Jams and jellies	40,000,000
Condensed milk	30,000,000
Malt	25,000,000
Bakers' and confectioners' supplies	19,000,000
Fruit beverages	7,000,000
Shredded cocoanut	7,000,000
Malted milk and products	7,000,000
Ice cream cones	5,500,000
Liquors (vinous)	3,500,000
	$2,474,000,000

Products To Which Sugar Is Added Either In the Kitchen Or At the Table

Flour	$1,300,000,000
Milk and butter	1,300,000,000
Eggs	580,000,000
Fresh fruits	560,000,000
Coffee	290,000,000
Cereal products	107,000,000
Evaporated milk	142,000,000
Baking powder, yeast	75,000,000
Dried fruits	73,000,000
Shortening (bakers)	55,000,000
Flavoring extracts	33,000,000
Tea	32,000,000
Cocoa	12,000,000
Powdered skimmed milk	11,000,000
Coffee substitutes	6,000,000
Total	$4,576,000,000

Summary

The sweeteners	$840,000,000
Products of which sugar is a component	2,474,000,000
Products to which sugar is added	4,576,000,000
Total	$7,890,000,000
Supply houses and others directly dependent on above (estimate)	2,110,000,000
	$10,000,000,000

Retail Sales Not Considered

The above figures take no account of retail sales or of the expenditures of diners in hotels and restaurants. Also not included are many lines in which sugar is used, but for which figures are not available. Among these lines are cured and preserved meats, shortening used in the home, and fresh and canned vegetables to which sugar is added in cooking. Under the head of "Supply Houses and Others Directly Dependent On Above," fall the concerns which supply materials used to prepare, pack and label the products of the above groups.

Does This Include the Cooperage Trade?

The Sugar Institute's advertising campaign, as described in the booklet, is designed not only to make known the facts about the proper place of sugar in the diet, but to promote the interests of all producers, manufacturers, or distributors of foods which contain sugar or are used with sugar. Indirectly, the supply houses which sell to these producers, manufacturers, or distributors will also be benefited through an increased demand for their products.

In addition to the text, the booklet contains reproductions of typical advertisements now appearing in the periodical and daily press. Examination of the advertisements shows that the institute is urging the use of a wide variety of healthful foods, while stressing the part that sugar plays in adding to their palatability.

Copies of the booklet and full details concerning the plans for co-operative effort may be obtained from the Sugar Institute, Inc., 129 Front Street, New York City.

Gulf Cooperage Co. Closes Texarkana Plant

The cooperage plant of the Gulf Cooperage Company, Texarkana, Texas, which has been operated for the last 25 years, has been closed. This step was necessitated through heavily increased freight rates between Texarkana and Port Arthur, Texas, as well as to other points. The company owns another plant at Port Arthur, which is to be enlarged, most of the local force going to that city.

The plant of the Pine Bluff Heading Co., Pine Bluff, Ark., was recently damaged by fire to the extent of $60,000.

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The columns of THE NATIONAL COOPERS' JOURNAL are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

Important Announcement

14th ANNUAL
CONVENTION

The Associated Cooperage
Industries of America

May 13th, 14th, 15th

JEFFERSON HOTEL
ST. LOUIS, MO.

Meeting Shippers' Requirements on Size of Containers Will Hold Trade and Increase Cooperage Consumption.

IN a recently published interview a prominent banker made the statement that "the question before business today is not so much the discovering of what can be made and the endeavor to sell it, but rather the finding out of what can be sold and then trying to make it."

That there is much food for thought for the cooperage manufacturer in this statement there can be no doubt. For centuries the wooden barrel has been the superior shipping container, so far as construction, strength and service are concerned, but how much effort has been put forth by the trade to adapt the wooden barrel to changing conditions in buying fields? There have been many improvements in its manufacturing methods, but what has the cooperage industry done in the way of research and development to meet the changes from quantity buying to small units of purchase? THE JOURNAL'S answer to this is—very little—and we are confident that this expression of fact will be endorsed by the majority in the cooperage trade.

Right at the present time there is a very urgent need for just such an adapting effort by the cooperage trade, not alone in the produce growing field of Louisiana and elsewhere, but in other agricultural and food products industries as well.

The situation in the Louisiana produce fields, so far as it touches the use or non-use of the wooden barrel, was covered in an article which appeared in the February JOURNAL, and it is re-covered and amplified in another article which is published in this issue. No one can blame the manufacturers of wooden crates, boxes, hampers and baskets for going after the Louisiana produce business strenuously, even though the methods employed may at times be open to question. But, censure can be placed on the cooperage manufacturer who permits the substitute container to come in and take away his business without a single effort to meet this unfair propaganda that is circulated against the wooden barrel by its opponents and friends of its substitutes.

Neither the Western type of crate, nor any type of hamper, box, basket or bag can give to produce and vegetables the same protection in transportation that is obtainable through the use of the wooden barrel. There is but one reply possible to the produce growers' claim that the wooden barrel holding, as it does, a greater quantity than the crate must yet be sold at the same price, and that is—better salesmanship on the part of the growers themselves.

While the advocates of crates and other wooden barrel substitutes in the produce growing fields appear to be laying most of the ills of the Louisiana growers to the wooden barrel, it is more to the point to say that improper grading and packing methods, coupled with the necessity for better salesmanship, are the major factors in the discrimination complained of against Louisiana produce in the Northern markets.

The produce grower is, however, a valued buyer of cooperage and as such is entitled to the co-operation of the wooden barrel and stock manufacturer in solving his marketing problems. In fact the cooperage manufacturer must co-operate with the produce man if he wants to retain his trade. The barrel is, of course, the logical container for produce but if the shipper believes that the full barrel capacity is a disadvantage then the cooper should and must convince him to the contrary or, as suggested in the February JOURNAL, take immediate steps to provide the produce grower with barrels of capacities that will meet his requirements and thus afford him every advantage and profit in his selling markets.

Size-adjustment is something that must be done in catering to all shipping container using industries today and is a trade condition that all package manufacturers have to meet. In the one-bushel barrel or tub, recently developed, the cooperage industry made a step in the right direction and there is not one single reason why research and experimentation, in co-operation with users of cooperage for any purpose, will not result in the production of types and sizes of wooden barrels that will meet every practical packing and shipping need or requirement of consuming industries.

THE JOURNAL believes in the adaptability of the wooden barrel to meet present day shipping needs, fully, and completely. And we believe the intelligence, progressiveness and inventive skill of the membership of the cooperage industry is more than sufficient to cope with any manufacturing adjustment that the trade may be called upon to make. On these two points THE JOURNAL'S faith and confidence are absolutely unshakable. Where our courage does falter is in predicting just when the cooperage industry will arouse in sufficient strength to achieve desired results in the way of protecting, increasing and extending the use of their trade package, the wooden barrel, in co-operation with its buying public.

The importance of the cooperage industry in the economic fabric of the world at large is unquestionable. This very importance should act as a spur to every one interested in cooperage in any way or for any purpose. Before a fully aroused cooperage industry, united in a wholly co-operative working spirit, there would not only be greater trade success and business prosperity for every barrel and stock manufacturer, but the rapid decrease in the present successful efforts of substitute container manufacturers to displace the wooden barrel in shipping container using industries would be an achievement for quick and gratifying recording.

First Quarter of 1929 Shows Prophecies of Business Betterment Proving True. Steady Trade Increase Assured.

THE first quarter of the year 1929 is drawing to a close, with many of the predictions of a gradual betterment in business throughout the country proving true.

There is a widespread confidence that demand for all classes of commodities will continue to increase, and that the prosperity heretofore claimed for business generally, but enjoyed only by a few, will in reality be the lot of every manufacturer and business man who has placed his operations on an efficient and modern working basis.

Carloadings as reported by the American Railway Association are constantly on the upgrade and denote a much larger volume of shipping than during the same periods for 1928. General construction work has reached enormous totals since the first of the year, and the prospects are that an even greater amount of building will take place as the good weather approaches.

Manufacturing operations throughout the country are much more extensive than they have been for many months. The automobile industry is showing an increase of 15 per cent over 1928, and even in the New England districts, where the textile industry predominates, factories are operating on a basis of 10.8 per cent above last year.

There is no question but that psychology has played a large part in the comeback of American business. The advent, too, of the new administration with President Hoover at the helm has had its effect, because both protagonists and opponents of Mr. Hoover in the recent election are as of one mind today with regard to his business administrative qualities and abilities.

As stated in a recent issue of *The Magazine of Business*, "Business in the near future will be pretty much what business men think it will be: for as they think, so will they act. Moreover, their thinking is very sensitive. It is affected by such factors as unfilled orders on hand, inquiry by buyers, current sales, collections, and the money market. All these things go to make up their expectations for the immediate future."

The outlook for the future is good, and with manufacturers and business men holding a viewpoint of optimism plus rational thinking and co-operative acting on all business problems, both of the present and future, there is no reason to believe otherwise than that the year 1929 will live up to the full expectations of everyone concerned.

That the cooperage industry will participate in the general trade improvement of 1929 seems well assured.

Wants in Cooperage Lines

Spokane Cooperage Works, 3403 East Riverside, Spokane, Wash., is in the market for rubber bungs.

Portsmouth Barrel Company, Portsmouth, Virginia, is in the market for Douglas fir slack cooperage stock, that is perfectly dry.

Northampton Lumber Company, Nassawadox, Virginia, is in the market for from 250,000 to 300,000 crozed pine truck barrel staves for shipment in April and May.

Prospects are for Harvest of 400,000,000 Bushels of Potatoes

In summarizing facts relative to the potato situation the country over to aid growers and shipping container manufacturers in making plans for this year's business, E. M. Graham, extension marketing specialist of the A. and M. College, Mississippi, makes the following report:

"Potato growers in nearly all sections of the United States suffered such terrific losses from over-production in 1928 that an excessive acreage will unlikely be planted this season. Preliminary reports on the acreage this year indicate that if the crop is given average care, production may be expected to vary from 400,000,000 bushels about in the proportion that growing conditions are more favorable or less favorable than usual. Heavy stocks now on hand will tend to hold down the price of new potatoes until the end of June, so prospects for Southern growers are none too bright, even though their acreage is reduced about 25 per cent as now seems probable.

"Reports this year seem to indicate that growers of the United States will plant 11 per cent less acreage than last year, indicating a harvested acreage slightly below that of 1927. As this indicates about average prospects, there is no reason to expect growers to make material changes in their plans between now and planting time. While indications of intended acreage are, of course, only approximations, they are sufficiently uniform to point to the biggest reductions in acreage in the early States.

"The early potato States that market before July have a real problem this year. On January 1st, merchantable stock in hands of growers and local dealers were close to the record holdings of six years ago, being estimated at 131,000,000 bushels, as compared with about 100,000,000 bushels last year. To permit early potatoes to sell to advantage in competition with those storage potatoes, production must be reduced sufficiently to keep early potatoes in a luxury class. This was accomplished in the springs of 1923 and 1925, but, in each case, a radical reduction in acreage was necessary. This year, growers in these early States apparently intend to reduce their acreage about 25 per cent. Such a reduction would relieve the situation somewhat, but would still leave prospects somewhat less favorable than usual."

Cooperage Trade Must Awaken to Seriousness of Produce Barrel Situation in Louisiana

Discrimination Against Wooden Barrel Based on Wrong Premises—Better Grading, Inspection and Selling Methods Will Aid Growers' Cause—Cooperage Industry Can Co-operate by Standardizing Various Sized Wooden Barrels to Meet Growers' Requirements

In its February issue THE JOURNAL reported a meeting of the vegetable shippers held at Kenner, Louisiana. In this report, as well as editorially, THE JOURNAL, on behalf of the cooperage industry, registered a protest against the circulation by Louisiana newspapers and even by the Official Bulletin of the New Orleans Association of Commerce, of shipper container propaganda both inaccurate, harmful and manifestly unfair to the wooden barrel.

In protesting, THE JOURNAL called particular attention to the misinterpretation given to remarks by C. R. Newton of the United States Department of Agriculture on the subject of shipping containers, and to the necessity for immediate action on the part of coopers and stock manufacturers to counteract this dangerous propaganda in favor of crates, hampers and baskets, if the wooden barrel is to continue as a shipping container in the Louisiana produce field.

Following its public protest through its February issue, THE JOURNAL'S Editor addressed a letter to the New Orleans Association of Commerce asking, in all fairness and justice to the coopers of Louisiana, that the false impression created by an article in the January 22d issue of the Association's bulletin advocating the use of substitute containers be corrected in the next issue of the bulletin.

The letter to the Association of Commerce and reply to the same over the signature of B. B. Jones, Agricultural Secretary of the Association, appear below. A careful reading of this correspondence will quickly disclose the pending menace to the further use of the wooden barrel for produce through the dissemination of such substitute container propaganda as has already been circulated, and which is forecast as yet to come, unless those interested in this line of cooperage service promptly bestir themselves.

The Letter

February 20, 1929.

New Orleans Association of Commerce,
New Orleans, Louisiana.

Gentlemen:

Under separate cover, we send to you a copy of the February number of THE JOURNAL, in which appears an article by Mr. Angus Gaines, our Southern representative, touching upon the recent produce growers' meeting at Kenner, Louisiana, and the talk by C. R. Newton, expert of the U. S. Department of Agriculture, on the importance of proper grading, etc.

In the January 22d issue of the *New Orleans Association of Commerce Bulletin*, an article appeared which would tend to give the impression that Mr. Newton advocated the use of boxes and crates, rather than wooden barrels, for the shipment of produce in order that the Louisiana growers could obtain equitable prices for their product in the city markets.

The report of the Kenner, Louisiana, meeting by Mr. Gaines, who was present at that meeting, as well as direct inquiries which he made to Mr. Newton, would indicate that it is not the purpose of the Department, nor was it Mr. Newton's purpose to advocate the use of any one type of package. The one thing that the Department is interested in is that the growers realize the importance of using shipping packages of standard sizes, holding known quantities of products.

Under the circumstances, we believe that the information which appeared in the January 22d issue of your *Bulletin* will prove harmful to the manufacturers of wooden barrels, many of whom are located right in your own city. Therefore, we feel you will see the justice of correcting the impression which the article in your *Bulletin* would spread among produce growers, that the wooden barrel is not a satisfactory container for their products.

Knowing that you desire to be fair to all industries of your community, we are sure that you will make further investigation into the proceedings of the Kenner meeting, and see that justice is done to the coopers of your city and State by having an explanation of your article appear in the next issue of the *Bulletin*.

Cordially yours,
M. E. DOANE, *Editor*,
THE NATIONAL COOPERS' JOURNAL.

The Reply

New Orleans, February 25, 1929.

M. E. Doane, Editor,
THE NATIONAL COOPERS' JOURNAL,
Philadelphia, Pennsylvania.

Dear Sir:

I have your letter of the 20th, relative to the published statements in connection with the use of various kinds of containers for the shipping of vegetables.

I am going to be frank with you and say that we are not widely advocating the use of barrels for the shipment of all of our vegetables. Experience has shown that this territory must get to using more crates and baskets in preference to the barrel. This is simply following out the changes that frequently occur in business, and while the barrel has well served its purpose we are not recommending it for further use in the case of several of our crops. To show you just how this recommendation is made I am enclosing a copy of a bulletin in regard to the packing of vegetables.

You will note on the inside cover page the names of the authors of this Bulletin and by reading the paragraph on "packages" under the various crops, you can see what recommendations are made.

Louisiana's vegetables on the northern markets probably bring the lowest prices of any section of the country and undoubtedly part of this condition is due to the fact that we use so many barrels and that we grade our products so poorly.

It is not our intention to attempt to destroy the business of any firm, but you must realize that business conditions are changing and that as new methods and new packages are adopted, old methods and old packages must be discarded.

I personally believe that the barrel is satisfactory for one or two of our crops, but taking everything as a whole, we much prefer to see our growers and shippers use crates and baskets in preference to the barrel, because we believe it will be to their advantage to do so.

As stated above, these recommendations are not made with the idea of trying to injure anyone or any line of business, but are meant for the best welfare of everyone concerned, with the hope that Louisiana can build up its reputation in the northern markets to a point where we can successfully compete against our competitors, who, by the way, use few if any barrels.

Yours very truly,
B. B. JONES,
Agricultural Secretary,
New Orleans Association of Commerce.

Poor Grading and Inspection the Main Causes of the Growers' Problems

An analysis of Mr. Jones' letter to THE JOURNAL will reveal some radically wrong premises. Mr. Jones says, for instance, that "experience has shown that this territory must get to using more crates and baskets in preference to the barrel. This is simply following out the changes that frequently occur in business, and *while the barrel*

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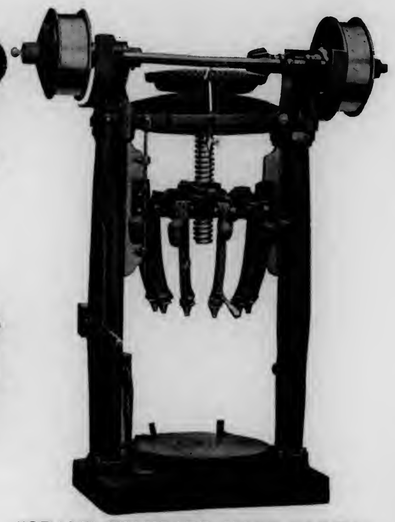

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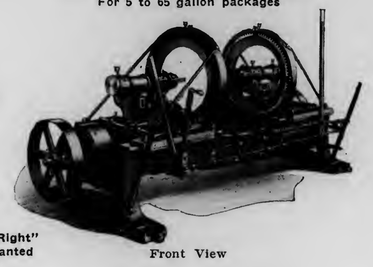

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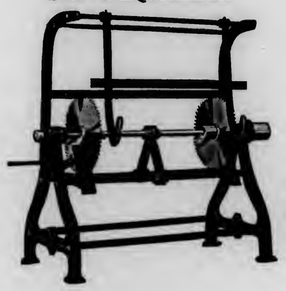

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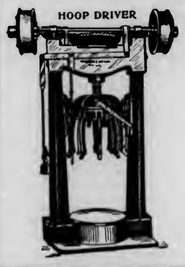

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has well served its purpose we are not recommending it for further use in the case of several of our crops." Mr. Jones further says: "Louisiana's vegetables on the Northern markets probably bring the lowest prices of any section of the country, and undoubtedly part of this condition is due to the fact that we use so many barrels and that we *grade our products so poorly.* (The italics used in quoting from Mr. Jones are THE JOURNAL'S and for our readers' special attention.)

Unconsciously, Mr. Jones pays the wooden barrel a high, truthful and just tribute when he says "the barrel has well served its purpose," while at the same time he reveals the fundamental and, undoubtedly, the basic reason for the discrimination against Louisiana produce when he admits "we grade our products so poorly."

It is Unfair and Unjust to Place Ills of Produce Growers at Door of Wooden Barrel

THE JOURNAL ventures to ask Mr. Jones a direct question. Is it the intention of the New Orleans Association of Commerce, and other opponents of the wooden barrel in that section, to lay the blame for the majority of the ills and problems of the Louisiana produce growers upon the use of the wooden barrel? Indications tend to that belief even in the face of Mr. Jones' admitted statement that the present undesirable standing of Louisiana products in Northern markets can be laid to poor grading. This being true, poor grading and lack of proper salesmanship are the two things to be attacked by those interested in the welfare of Louisiana products and not the use of the wooden barrel, according to our opinion.

New Methods for Old—Yes—But Only When New Methods are Proved to be Right

Mr. Jones further says: "It is not our intention to attempt to destroy the business of any firm, but you must realize that business conditions are changing and that as new methods and new packages are adopted old methods and old packages must be discarded."

No ulterior motives are imputed to either Mr. Jones or the New Orleans Association of Commerce. Such opinions as they express are unquestionably sincere. It is to their view, touching the culpability of the wooden barrel in the present situation that confronts the Louisiana produce growers, that we, of the cooperage trade, take exception.

No intelligent and wide-awake business man can fail to note the march of progress, nor the advent of new methods in the whole industrial world today, but the point of objection raised in the package manufacturing and package using industries is as to the wisdom or justice in substituting new types of packages for those which time and service have tested and proved until full and complete demonstration, by all parties concerned, has conclusively shown that the new far overshadows the old in every way—in protection of contents, which in the matter of all food products is the vital and essential first need, in safety of delivery to destination, in storage security and in economic return on initial package investment. To date, by no stretching of facts or actual performance can the crate, hamper or basket equal or come anywhere near the wooden barrel in giving perfect shipping service—but the wooden barrel is not designed, nor is any other package, to overcome wrong, careless and destructive packing methods.

To Discriminate Against Wooden Barrel is Disadvantageous to Growers as Well as Coopers

In his endeavors to preserve the welfare of the Louisiana produce industry, we believe Mr. Jones is thoroughly honest in his advocacy of the use of the crate, hamper and basket, but THE JOURNAL contends that to discriminate against an established and service-giving shipping package before a complete and exhaustive investigation, not only at point of shipping but also at destination and while in the hands of merchants themselves has been made, is not only unfair to the manufacturers of such containers as are discriminated against but, in this instance, it is unfair to the produce grower as well since such an arbitrary change in package as is under way deprives the grower of the benefits he is entitled to in the preservation of his product through the use of the wooden barrel. It will be noted that no mention is made by Mr. Jones of such an investigation having been made in regard to the wooden barrel vs. the crate, hamper and basket in the marketing of Louisiana produce.

Louisiana Ice Manufacturers' Pamphlet Shows Influence of Substitute Container Propaganda

The pamphlet or bulletin referred to in the second paragraph of Mr. Jones' letter is one issued by the Louisiana Ice Manufacturers' Association. The pamphlet is an effort on the part of the ice manufacturers to give service to their customers in the produce growing field, which effort is worthy of the utmost commendation.

A reading of the pamphlet, however, clearly shows that its preparation has been influenced by opponents of the wooden barrel and in favor of the crate, hamper and basket. And yet this very pamphlet in the hand of a good wooden barrel salesman would prove of advantage to the wooden barrel and if we were a wooden barrel salesman in the Louisiana produce growing field we would not fail to carry a copy of this pamphlet when calling upon present and prospective customers. For instance, on page 8 of this pamphlet is shown an illustration of what happens to round baskets in transportation when improperly stowed in the car. The round baskets are crushed and the contents are undoubtedly damaged to a very great extent. Even under the same conditions of improper stowing, it can safely be said that the wooden barrel would have stood up and protected its contents far better than did the round baskets.

Even a Well-made Crate is Inferior to Wooden Barrel

The California or Western crate recommended in the pamphlet mentioned as the best container for carrots, is a well made crate lined with heavy paper. The produce to be shipped is tumbled into this and heaped up, then the cover is placed on top of the heap and pressed down by a machine which must be about as expensive as a treadle stave jointer, crushing its contents into position.

To see vegetables treated in this way is enough to make any gardener who respects his products and wishes them to reach his customers in good order, sit down on the ground and cry, especially when there are good, cheap barrels right at hand, and there are ordinary negro laborers there in the market who can fill a barrel right, so that its contents will reach destination without being crushed, bruised, wilted or soured.

Greater Capacity of Wooden Barrel Can be Turned Into An Advantage by Efficient Salesmanship

One of the problems, as outlined in the ice manufacturers' pamphlet, that is experienced by Louisiana produce growers is that the wooden barrel will hold a greater quantity of produce, or a larger number of bunches of vegetables, than does a crate, and yet a barrel of produce must sell for the same price as the crate. Why this fine advantageous difference in capacity should be charged in disfavor against the wooden barrel is hard to say, for if one will but interview the retailers of produce or the corner grocer, he will find that this same difference of contents does not hold when the vegetables are sold to the retailers. The additional contents of the barrel are sold as such and yield additional profits accordingly. Therefore, the discontinuance of the wooden barrel as a shipping container for produce will not bring the benefit to the grower that improved salesmanship would, for the reason that with the proper effort a barrel of produce will bring more money than a crate of produce, just as it should.

Co-operation of Cooperage Industry Will Aid Those Working for the Good of the Produce Growers

With all interested, THE JOURNAL recognizes that the problem of the Louisiana produce growers, as to profitable marketing, is a real and vital one and we also appreciate that extensive work must be done if the products of the Louisiana growers are to receive the attention in the Northern markets that their quality deserves. We also commend the work that is being done on behalf of the growers in overcoming present obstacles and business deterrents. But THE JOURNAL confidently believes that much more can be accomplished if the cooperage industry is permitted to co-operate with

the produce growers' organizations and with the New Orleans Association of Commerce in their effort to find a solution to the growers' profit-selling problem.

Standardized Barrel Sizes Must be Inaugurated for Produce Growers

None can deny that buying conditions have changed; that the unit of purchase has grown smaller and that in the market today the demand is not only for a container of barrel capacity but in many cases a smaller sized container. The users of the Western crates say:

"The standard vegetable barrel holds four bushels, but our demand is for smaller lots. We use this form of crate because it holds just the right quantity." While the retailers in the market say, "We prefer the hamper or the basket, because it holds about a bushel, more or less, is easy to tote around, and has the right shape for displaying stock in our stalls."

But this does not mean that the barrel should be shut out of the produce shipping market. With right co-operation between grower and cooper the solution should be easy.

It is simply to give the consumer what he wants, or thinks he wants. Boost the four-bushel barrel. Supply also a two-bushel barrel or tub and a one-bushel tub, and, if need be, fill a few of these packages, to show how they should be used. The first essential, however, is to have the packages recognized by the Bureau of Standards, in order to certify that they will hold the exact quantity that they are built to hold.

Growers' Conferences Continue—The Barrel Needs Its Interests Protected

The meeting of vegetable shippers held at Kenner was but the beginning of a series of similar meetings. Under the leadership of B. B. Jones, Secretary of the Agricultural Bureau, similar meetings have been held at Violet and Linwood, two of the model vegetable producing centers of this State. The visitors studied the packing methods in vogue at those towns, and discussed the necessity of adopting standardized containers.

The produce barrel is one of the important factors in the cooperage business throughout the South, but there is a positive danger that the shippers of Louisiana may soon be fully organized and absolutely committed to the use of some wretchedly inferior package, simply because it is "standardized," and holds a fixed and known quantity.

Coopers and Stock Manufacturers Must Join in the Fight for the Produce Barrel

The situation, as touching the Louisiana produce packing business, is directly up to and in the hands of the wooden barrel manufacturing industry. Wooden barrel manufacturers must give to the produce growers the service to which they are entitled as customers of the cooperage trade. It is up to the barrel manufacturer, in co-operation with the stock manufacturer, to study the problem of the produce grower and endeavor in every way to bring about a package solution that will aid in overcoming the difficulties of the produce growers in profitably marketing their crops. Manufacturers of barrel substitutes are busy and always have been busy in showing not only produce growers but every other user of a shipping container how their packages can be used to advantage. It is high time that the manufacturer of wooden barrels puts forth the same necessary effort to demonstrate the superior quality and serviceability of his trade package. There is no question or doubt but that both the Ice Manufacturers' Association of Louisiana, the New Orleans Association of Commerce, and other organizations interested in the welfare of the Louisiana produce growers, will be willing to listen to and have demonstrated to them the advantages of the wooden barrel in its present size or in such sizes as would best suit their present day requirements.

Unfavorable propaganda against the wooden barrel can only be successful insofar as the cooperage industry permits it to be. And if the cooperage industry allows its competitors to convince trade associations and shipping container users of the advantage gained in using substitute packages without a single protest or effort to counteract said propaganda the trade has only itself to blame for such loss of business as will inevitably follow.

28,000 Carloads of Non-utilized Wood Available in Virginia, Government Survey Shows

Twenty-eight thousand carloads of non-utilized wood are annually available as raw material for wood-using industries in the State of Virginia. This is the startling fact developed by a survey just completed in the State by the Department of Commerce through its National Committee on Wood Utilization, in co-operation with the Virginia State Conservation and Development Commission. The details of this survey are contained in a bulletin released recently by the committee under the title, "Survey of Non-utilized Wood in Virginia." One of the features of the bulletin is a series of tables which gives names and locations by counties and towns of the Virginia plants reporting non-utilized wood, and lists the quantity of each species of wood available at these plants. A detailed map of the State, also, shows the location of these plants.

This surplus material, which is exclusive of the waste occurring in the woods and of wood used for fuel, is equivalent to the production in board feet of lumber from 93,000 acres of average stands of timber.

The survey was made by a sub-committee under the honorary chairmanship of Governor Byrd, and with J. P. Hummel, of Hopewell, Va., as chairman. It was conducted by means of questionnaires mailed directly to sawmills, woodworking plants, and allied industries throughout the State, and represents replies from 995 out of 1,243 industrial plants contacted.

At first glance the results of the survey would seem to imply a charge of wastefulness against the lumber industries. "But when it is considered," says the sub-committee in its report, "that this waste is brought about largely through consumer prejudice as evidenced in discrimination against short and odd lengths and against the use of low-grade lumber, it is clear that the consumer is as much to blame for the waste as are the woodworking industries."

A valuable contribution to the report is contained in the suggestion for reducing the waste in the manufacturing of wood to a minimum. But the committee also offers valuable suggestions for the use of the irreducible minimum of waste material. Of greatest interest is the new theory advanced by the sub-committee that the non-utilized wood found in Virginia should not be looked upon as waste but rather as potential raw material for the wood-using industries. It is pointed out that the more universal use of small dimension stock in the further manufacture of wood, the disposal of non-utilized wood to other industries which can use it to advantage, and its utilization as raw material for pulp and wood chemical manufacture will help solve the problem of non-utilized material. Even sawdust, it is shown in the report, may be utilized profitably. The range of possibilities runs the gamut from dynamite to molded articles, and from composition beads to dolls.

"Many wood-using industries in Virginia," the report concludes, "are today using merchantable timber as raw material, some of which comes from other States and even from foreign countries. It would be to the interest of these industries and to the State as a whole to encourage the use of local timber or the wood waste found by the committee for this purpose, thereby increasing the value of standing timber in that State and also promoting reforestation activities. If this could be accomplished the cost to the consumers of wooden articles would be decreased. Developments in the growing of timber coupled with close utilization would also encourage the establishment of new by-products industries in Virginia."

One of the principal objects for which the National Committee on Wood Utilization was created was the closer utilization of timber in order to encourage commercial reforestation. No project it has undertaken has had a more direct bearing on its primary objective than the Virginia survey. If this survey is the means of directing attention to the possibility of using the wood now wasted in the State, as raw material for producing wood products, it will have more than justified the effort involved.

The booklet covering the survey may be obtained at a cost of 20 cents a copy from the Superintendent of Documents, Government Printing Office, Washington, D. C.

Trade Pendulum in Cooperage Industry Swinging in Direction of Good Business

Full Recovery of Cooperage Markets in Prospect—Demand Exceeds Supply in Tight Stock Lines—Scarcity of Slack Stock Inducing Higher Prices—Coopers Keeping Close Tabs on Existing Conditions

Demand for Tight Stock in Excess of Production—Market Quite Firm

We find at this writing a reasonably fair demand for tight barrel cooperage stock, about normal we would say. On the other hand we have just passed through another month of continued heavy rains and unprecedented storms of snow, sleet and ice over the producing section, consequently both stave and heading production is far below normal according to our records and what stock is on hand at the mills is, of course, drying very slowly.

So far this year we have found the demand in excess of the production and this situation is, of course, keeping the market quite firm on both staves and heading. However, there does not seem to be any tendency toward sky-rocketing in prices.

So far as the year has developed it is our belief that 1929 will be a satisfactory year for those engaged in all departments of tight barrel cooperage, that is, from a reasonable margin of profit standpoint.

G. I. FRAZIER, *President*,
G. I. Frazier Company, Memphis.

Cooperage Industry Taking on New Lease on Life—Price Situation Needs Improvement

The volume of business in February did not exceed that of the month of January with us but it is gratifying to report that the prices obtained were much better in general.

The production of hoops remains on about the same level but owing to the advance in timber there has been an advance in the price of elm hoops which is fully justified. There remains a decided shortage of 3′ 4″ and 5′ 3″ with the bulk of the buying still to take place on the Eastern Shore of Virginia. The apple barrel trade have not come into the market very heavily for hoops but we look for the next sixty days to show quite an improvement in the demand from these consumers.

The stave situation especially as it affects apple barrel stock is alarming since the quantity of high grade Mill Run 28½″ Gum Mixed and Tupelo apple barrel staves at the mill is surprisingly low, and no one is anxious to cut any of these staves for the future until a price around $10.00 mill basis is obtained. Unless the mills can get this price there will be no chance for them to show any profit and with the market on standard stock in good shape it will pay them to make standard stock only. Number 2 30″ bright staves are moving in good quantities and at fairly satisfactory prices and there is a shortage of Number 1 stock. Late reports coming out of Alabama indicate bad weather conditions and for the first time in practically eight months some of the mills are unable to quote on inquiries for prompt shipment, being thirty days behind on their orders. If this condition maintains for any length of time it will mean a substantial increase in the price of pine heading and we hope that no one in the cooperage industry will regret such an action; an advance is positively needed in the pine heading market but present prices do not compare at all with the values being received for hoops and staves. In summing up conditions, it would seem that any consumer who would be certain of making 5,000 barrels and up would make no mistake in buying at least half of his supply at this time. It appears now, however, that most of the buying, especially among the apple barrel trade, will not take place until after the first of May. It is evident that the entire cooperage industry is taking on a new lease on life which is of great interest to all of us individually and should be to the entire industry as a whole.

FRANK M. SCHERER,
Henry Wineman, Jr., Detroit.

Prospects for Future Cooperage Demand Are Very Promising

Just at this time the amount of cooperage moving in this locality seems to be a little below normal. There has been a tendency on the part of the shippers to fix a firmer price which, without a doubt, is justified; but on the other hand, the barrel makers are considering the fact that they see considerable of their barrel business going into boxes, baskets and other containers and, as a result, are decidedly skeptical about prices being held firm. In fact they are afraid that a little later lower prices will prevail and so there is quite a tendency on the part of buyers to hold off purchasing.

As far as can be seen at the present time, the future prospects as to volume are promising because there is going to be considerable cooperage used. In some lines of business it will exceed that of last year, but whether or not the price will be higher or lower is decidedly problematical.

C. M. Van Aken, *President*.
C. M. VAN AKEN COOPERAGE CO.,
New York City.

No Reason to Complain About Cooperage Demand in Great Britain

Conditions in the tight barrel stock trade have ruled quiet during the last few weeks. Brewery cooperages have little work on hand, but this is customary at this time of the year. Stocks of Memel staves in importers' hands are considerable, so no advance in price is anticipated this year. There has been a little spurt in palm oil work, and the old stocks which have been lying in Liverpool so long have now practically all been disposed of. The demand for keg and matched stock is well maintained.

The slack stock demand is normal. Supplies have come along freely, but those in importers' hands are not large. Shipments from Scandinavia have been small, but we hear of a large shipment coming to Garston from Gothenburg which is going direct into consumption.

Taken all around, there is little to complain about in the cooperage market from an importer's point of view.

At the moment, two steamers with Memel staves on board are ice-bound in the Baltic.

GEOFFREY WEBSTER,
Tinkler & Webster Ltd., Liverpool, Eng.

Apple Crop of United States Totals One-half of World's Production

Nearly one-half of the world crop of apples is produced in the United States, according to a study just completed by the Bureau of Railway Economics and made public recently of apple production and the relationship of farm, wholesale and retail prices to transportation costs.

"During the crop years 1924 to 1927," according to a bulletin issued by the bureau, "the annual production of apples in the United States averaged 178,600,000 bushels, of which 94,800,000 bushels, or about 53 per cent, entered commercial channels as fresh fruit.

"Of this production, the United States exported an average of 12,835,000 bushels of apples annually, of which approximately 54 per cent were transported in barrels and 46 per cent in boxes. In addition, in terms of fresh apples, annual exports of dried apples and canned apples averaged 2,536,000 and 343,000 bushels, respectively.

"Apples from the United States were distributed to all parts of the world, those for the year ended on July 1, 1928, reaching 72 different countries. The United Kingdom furnished the largest market for fresh and canned apples exported from this country, while Germany provided the largest market for dried apples.

"More than 93,000 cars of apples were shipped by rail from the producing areas to markets in the United States during the year ended July 1, 1928. Distribution within the United States was widespread, apples from the Northwest reaching all of the States, while those from the Eastern and Central States entered practically all States east of the Rocky Mountains. Rail hauls of 2500 miles and over are common."

The American Stave Machine Company, Hamilton, Ohio, has been chartered with a capital of 250 shares of no par value to manufacture and distribute special machinery for making staves and similar products. Incorporators are A. L. Russell, J. H. Moore and Fred L. Groll.

Cooperage Requirements for Argentina's Wine and Packing House Products

Commercial Attaché Alexander V. Dye, Buenos Aires

The market prices for wine and packing house products largely determine the quantity of new shooks annually used in Argentina.

The Argentina wine industry is centered in two provinces, Mendoza and San Juan, the former producing around 75 per cent of the total and San Juan around 20 per cent; the remainder being produced in some of the other northwest provinces. The "bodegueros" or wine makers purchase their shooks, all of which originate in the United States, from Buenos Aires importers. The practice is for the bodegueros to order so many shooks from the importer for delivery three or four months in advance. The latter then purchase the required number in the United States. On arrival of the shooks in Buenos Aires they are sent to Mendoza and San Juan for assembling. The importers themselves carry but few, if any, shooks in stock at any time. In other words their purchases of shooks are based on actual orders received from the bodegueros.

The quantity of new shooks imported annually into Argentina is influenced by the anticipated price of the season's wine production which in turn is naturally affected by the size of the grape crop. For instance, late in 1926 a severe frost and hail storm caused great damage to the grape vines in Mendoza. Shortly after this the price of wine f. o. b. cars bodega (winery) in used casks rose from 27 to 32 centavos paper a liter—depending on quality to 42 to 47 centavos. These prices remained firm until the latter part of 1927 when they dropped decidedly caused by estimates indicating a large harvest of grapes in 1928. It is estimated that the present year's grape crop will yield 8,080,000 hectoliters of wine (hectoliter equals 26.4178 gallons), the largest on record. Production during 1927 and 1926 was respectively 4,084,932 hectoliters and 5,284,232 hectoliters. At present wine is quoted f. o. b. cars, bodega from 20 centavos to 32 centavos a liter (liter equals 0.264 gallon). The cost to produce a liter of wine varies from 16 to 18 centavos (this does not include cost of casks, handling and loading charges) so it is easily seen why the Argentine wine industry is not in a very healthy state at present. It is during the prosperous years when the price for wine is high that the bodegueros import the most shooks. It is estimated that approximately 500,000 new shooks were imported to take care of the wine production in 1927 but that fewer than 300,000 shooks will be imported in 1928 because of prevailing wine prices. The fact that casks can be and are used as many as five times makes it possible to ship in used casks in periods of retrenchment rather than import new shooks. Thus it can be said that the quantity of shooks imported annually for the wine industry ranges from 175,000 to 500,000 depending on the factors enumerated above.

The question as to whether wine manufacturers are forced, because of financial stringency, to sell their wine the same year it is made is, of course, an individual problem for the respective manufacturers. The fact is, however, that the wine is practically always sold before the next grape crop is harvested because stored wine means much money tied up; it occupies much valuable storage space and there is always the possibility that the next season's crop will be so abundant as to cause a drop in prices.

The wood used by the frigorificos for the manufacture of tierces which are used for the export of tallow, lard, oleo oils, salt pork and beef, etc., is purchased in the United States by the various agents of the frigorificos, both American and British owned. This wood is of red oak and all kiln dried, staves being three-fourths inch by 34 inches and headings three-fourths inch by 21 inches circled and jointed. The actual fabrication, however, of the shooks is done in the cooperage shops of the frigorificos. The number of tierces used annually by the Argentine frigorificos is estimated as 655,000. The frigorificos try to keep from five to six months' supply of these on hand at all times.

The severe competition which Argentine meat and meat products are facing in the United Kingdom, by far their principal market, with like products from Australia militate against any great increase in the export of these products for some time.

Bordeaux Stave Market Reviewed

Consul Lucien Memminger, Bordeaux, France

After a two-year shortage the wine crop in the Gironde in 1928 is nearly average in quantity. According to authoritative statistics, the total yield was 123,943,474 gallons, an increase of approximately 17 per cent as compared with the crop of 1927, but 6 per cent less than average (usually reckoned as about 132,085,230 gallons).

In compensation for any slight deficiency in yield, the quality of wine obtained from this year's crop is considered to be particularly good with consequent premium in price for the better grades when ready for sale after aging.

Of the total production of 57,890,686 hectoliters (1 hectoliter equals 26.4178 gallons) of wine estimated to have been produced in all of France in 1928, 14,289,030 hectoliters were produced by the 21 departments in the Consular District of Bordeaux. Besides the Gironde, other departments in the district which ordinarily produce large quantities of wine are: Charente-Inferieure, 1,425,715 hectoliters in 1928; Gers, 1,271,195 hectoliters; Tarn, 1,196,566 hectoliters; Dordogne, 1,016,380 hectoliters; Charente, 930,760 hectoliters.

Sales of American oak staves for wine barrels are practically confined to that part of the wine district which is within the Department of the Gironde since the barrels made from imported staves are chiefly used for storage of the fine wines, particularly those which are exported.

Russia An Important Factor in French Stave Trade

Russia has become increasingly important as a source of supply for oak staves sold in the Bordeaux market, but although the proportions supplied by that country show a steady increase, total imports have fallen off since former normal years such as 1925, on account of the diminished use of barrels as storage receptacles for wines. It is currently stated that local consumption of oak staves is only one-tenth of what it was formerly.

In spite of the good crop of wine this year, the market shows little or no interest in the purchase of American staves, according to local dealers, the explanation being that export demand for wine has been light and as oak barrels made of imported staves are specially utilized in this trade, the demand for staves is not sufficiently active to require additional supplies from the United States at present. Merchants holding Russian staves are, however, benefiting from a somewhat improved demand.

Prices of American white oak staves are weak and there is little business although the demand for 42-inch staves is relatively better than for other sizes as the North African market is active with firmer prices.

Imports of Oak Staves in 1928

A further decline in the importations from the United States of oak staves occurred in 1928 according to customhouse statistics which indicate a total of only 748 metric tons (metric ton equals 2,204.6 pounds) received in special commerce whereas as recently as 1925, the arrivals amounted to 8,848 tons.

Imports of staves at Bordeaux from all countries in 1928 in special commerce amounted to 8,097 metric tons valued at $425,666. In 1925, which was considered about a normal year as regards quantities in imports under conditions previously existing, the imports of staves at Bordeaux amounted to 28,285 tons, valued at $1,751,019.

The following figures obtained from the local customhouse show the quantities imported into the customs district of Bordeaux in general and special commerce during the calendar year 1928 by countries of origin:

Imports of Oak Staves in General and Special Commerce—Calendar Year 1928

Country of Origin	*General Commerce Metric Tons	*Special Commerce Metric Tons	*Special Commerce Value Francs
Russia	8,062	7,037	9,540,000
United States	695	748	832,000
Poland	294	247	389,000
Algeria	22	22	49,000
Germany	13	35	42,000
England	8	8	11,000
Total	9,094	8,097	10,863,000

*General commerce includes all merchandise arriving whether declared for immediate consumption or for storage; special commerce includes all merchandise sent into consumption, *i. e.*, entered upon payment of duty.

PRESENT BUSINESS AND FUTURE PROSPECTS IN BARREL CONSUMING INDUSTRIES

Chemical Industry Moving Along at Steadily Increasing Pace

There has been very little change in the industrial chemical situation in comparison with last month's report. Shipments continue heavy, and the output is higher than for any corresponding period in late years. Production is considerably booked ahead and what change is noticeable in prices is of an upward character.

Imports of chemicals have lessened and this also has had a favorable effect on the demand for domestic products.

Oxalic acid continues to be in good demand from miscellanous consuming trades. Output of this commodity is moving freely and the price market is firm.

Soda ash is keeping up to the mark and compares favorably with the demand for caustic soda, which at the present time is moving forward with accelerated speed. Deliveries of these two products from industrial concerns may be termed as heavy.

From a general review of the situation in the chemical industry it is apparent that producers are of the mind that 1929 is going to be a prosperous business year for them and they do not intend to miss any opportunities for enlarged volume.

Trade in silicate of soda both for domestic and foreign consumption is very active. There is a constant call for shipments against contracts, and conditions in this branch of chemicals is indeed satisfactory.

Paint Materials Responding to Prospective Spring Business

Anticipation of the coming spring business is no doubt the reason for the general activity noted in the paint materials trade.

Prices for lead pigments have advanced, while both dry and lead in oil grades showed the result of consumers coming into the market with quantity orders.

There is also added interest in all other paint material lines. Shipments against contracts developed good strength, and prices are very steady.

Litopone shipments are much in excess of previous months, which is, of course, natural for this period. Large quantities are being ordered out by consumers, and inquiries for spot business and future deliveries have increased to quite an extent.

White lead is enjoying an upward price movement. This advance brought out consumers' inquiries and a good-sized number of orders were booked for delivery by the end of March.

There is a noticeable improvement in zinc oxide, with inquiries and orders against standing contracts on the upward grade.

Denatured Alcohol Distillers Are Satisfied With Season's Business

The recent cold weather had a wholesome effect on the demand for denatured alcohol. Anti-freeze compounds moved along at a good speed, and distillers generally concede that the latter weeks of February were most satisfactory.

Quotations show the same firm tendency noted last month. The output has been sold far in advance at profitable prices and the approach of the usual yearly dull season will have no depressing influence upon producers. Supply and demand have been kept well in hand and very little excess stocks are being held.

Conditions in natural methanol have shown improvement. Especially is this true of the supply situation, and the market is in a far better shape at present than it was recently. Inquiries are much more numerous and considerable business has been placed for industrial requirements.

Hog Products Have Developed a Much Stronger Situation

The demand for hog products developed materially during early March. There appeared to be quite a tendency to buy lard against cotton oil. The fact that lard stocks in Chicago totaled above expectations acted as a buying deterrent for a time, but the opinion gradually prevailed that stocks had reached their peak and a decline would soon be noticeable.

Chicago lard stocks increased over 12,000,000 pounds the latter half of February, and for the entire month the increase reached a total of 22,000,000 pounds, the stock amounting to 95,242,643 pounds, compared with 51,669,000 pounds a year ago. However, these lard stock increases are discounted by the trade.

The export lard movement from January 1st to February 23d showed a total of 129,787,000 pounds against 124,001,000 pounds for the same period of 1928.

Tallow and Grease Demand Needs Toning Up

Buyers of tallow have taken on a waiting attitude, which has resulted in an easier market for this commodity. Selling is light and offerings are not heavy. There is a downward tone to the market, but it is thought that this is only a temporary condition and will clear up shortly. Sellers and buyers are both watching the market carefully, with consumers in position to do so because of current stocks on hand.

While there is also a slowing up in the call for greases, a much better tone is evident in this line than in tallow. Offerings are light because production has been sold far in advance. Export inquiry is fair.

The oleo stearine market took a sharp drop recently, and presentday offerings are not proving attractive to consumers.

Firmer Market Prevailing in Cottonseed Oil Industry

The undertone to the cottonseed oil market is firm, while futures are having a moderate trade with limited fluctuations. Deliveries against old orders are on a liberal scale and refiners have been purchasing for March, and they are also credited with buying for May delivery.

Revised figures for cottonseed oil consumption during February approximated 275,000 barrels.

Crude oil was firmer because of active buying interest from packers who advanced bids without bringing out any oil. Cottonseed oil was the strongest item in oils and fats, while competing oils showed a weakening tendency.

Linseed Oil Demand Looking Up

There seems to be a much better feeling in the linseed oil trade. Consumers' inquiries are growing, which has resulted in a much improved tone to the price market. Crushers are somewhat hesitant about shading prices, and of course this has a very healthy effect on quotations. Sellers are holding steady at 10.1 cents a pound, barrels, car lots for March-June deliveries, and one point additional for July-September. Inquiries for futures are a little quiet as consumers are contented in keeping covered for 30- or 60-day requirements.

It is the opinion of those in the trade that the jobber demand, which is not heavy right now, will pick up to quite an extent by the middle of March.

Deliveries against contracts are good and up to the usual seasonal standard.

Easing Up Process Noted in Vegetable Oil Industry

There has been very much of an easing up in vegetable oil circles. Interest on the part of the buyers has decreased and this has resulted in a market decline. However, this condition will be only temporary, according to the majority in the trade, and when buyers have caught up with their stocks a much improved demand will be quickly experienced.

Palm oil held its own, and trade in castor oil has been fairly active against existing contracts. China wood oil inquiry is restricted somewhat although the demand may

be called fair. Cocoanut oil showed the effects of the easing up process and dropped off both in demand and price. Crude corn oil is weaker, while the business in olive oil foots is slower.

As mentioned above, however, members of the vegetable oil trade are not unduly exercised and are awaiting the improvement which will come with reduced consumer supplies.

Animal Oil Market Steady But Quiet

Business in animal oil lines cannot be called rushing, nevertheless there is a steady demand, and prices are remaining firm.

Consumers are taking fair-sized quantities of degras at unchanged prices. Lard oil and neatsfoot oil are having only small lot calls, except on contract, against which deliveries are active.

Inquiries for oleo oils are somewhat better. Shipments against existing orders are heavier. Stearic acid is steady with limited activities.

Good Outlook for Florida Truck Crops

A report from Wauchula, Fla., states that truck growers of that locality are looking forward to the best prospects for a big spring crop they have had in years. Favorable weather conditions have prevailed during the winter, with the temperature ranging from 50 to 80 degrees, and sufficient rainfall to make crops grow rapidly.

Cucumber blooms are reported in many sections of the county, watermelon vines are running, small squash are seen and beans are looking better than at this time last year. Potatoes, tomatoes and other similar crops are also looking fine, and growth has been rapid for all truck crops.

Maine Shipments of Potatoes Close to 1928 Total

According to agricultural statistics, the State of Maine shipped approximately 1,150 cars of potatoes during the week ending March 2d. During the month of February Maine shipped 5,071 cars of potatoes compared with 4,646 cars for the same period last year.

Maine is less than 700 cars behind shipments of last season. On March 1, 1929, the total number of cars moved from Maine this season was 27,425.

Hercules Portland Cement Co. Erecting New Plant on Pacific Coast

Hercules Portland Cement Co., Washington Street and Fourth Avenue, Los Angeles, Calif., plans the construction of a cement plant to include crushing plant, grinding mill, packing plant, etc., at Torrence, Calif. The estimated cost of the plant is approximately $1,000,000.

Pickle Packers Favor Advertising Campaign

"National advertising is the one and only salvation of the pickle packers, or of any other commodities in the food industry, if an increase in the demand for their products is sought," said Roy Irons, secretary of the Kraut Packers' Association, before the convention of the National Pickle Packers' Association. Mr. Irons delivered a most inspiring talk before this body.

Reciting many instances of the success of the national advertising campaign of the kraut packers, and commenting on the close connection of pickles with kraut, Mr. Irons said that the same procedure could be followed with equal success in exploiting pickles. He implored the pickle packers to give their association their support, financial and otherwise, in inaugurating an advertising campaign to make pickles a more important part of the daily diet.

He also commented on the favorable manner in which kraut advertising had been accepted by housewives, spoke on the enormous increase in the demand for kraut, discussed its food values and medicinal qualities and told numerous interesting yarns in connection with the kraut campaign.

Following Mr. Irons' talk, a vote was taken to secure the opinion of those present on a motion that had been made relative to planning an advertising campaign, and this motion indicated that those present were in favor of launching such a campaign.

Harry B. Cohen, a representative of the Conover Mooney Co., which handled the kraut advertising campaign, presented a complete and interesting story on the history of pickles. So favorably impressed were those present that a motion was made to have this paper set up in type and broadcast it.

New models in pickles, following the general trend of beauty which pickle men have noted in other branches of industry were announced. Five years of experimentation, said Prof. George E. Starr, of the University of Michigan, have culminated in producing a seed that will grow a shapely cucumber.

"Civilized Americans," said Prof. Starr, "demand that their food be pleasing to the eye as well as the palate, and at last have grown a cucumber which we believe will answer both requirements."

Other points made at the convention were that pickles far from being harmful for babies were actually an important part of the little fellow's diet; and that the seafarer also owes a debt to this article of food because of its tendency to prevent seasickness.

Hooker Electrochemical Co., E. H. Hooker, president, 25 Pine St., New York City, plans the construction of a plant at Tacoma, Wash., for the manufacture of caustic soda in various forms, liquid chlorine, bleaching powder, etc.

Among Barrel Users

The Golden Co-operative Creamery has opened its new plant at Kaleva, Mich.

C. W. Lockwood has started a candy factory on N. Cherry St., Mt. Gilead, Ohio.

U. S. Chemical Co., J. C. Culbert, 408 Mill St., Central Falls, R. I., will construct a plant at Pawtucket, R. I.

Rinsbed Mason Co., 5935 Milford Avenue, Detroit, Mich., will erect a paint factory at an estimated cost of $50,000.

The Rabun Stave and Lumber Co., of Washington, has incorporated at Dover, Del., with a capital of $15,000.

American Agricultural Chemical Co., Searsport, Me., plans the reconstruction of three factory buildings recently destroyed by fire.

J. H. Hall, Cucamonga, Calif., representing Western Metallic Dry Color Co., is going to construct a two and three story, 60x120 ft. factory at Upland, Calif.

The Van Camp Milk Co., Indianapolis, Ind., which represents the milk business of the Van Camp Products & Packing Co., has incorporated for $4,500,000.

A 2,000-barrel self-rising flour mill will be established at Savannah, Ga., by the Dixie Portland Flour Mills. C. J. Marmann will be the manager of this mill.

The Comet Candy Co., 3210 E. 92d St., Chicago, has incorporated to conduct a wholesale confectionery and tobacco business, with capital of $25,000.

National Sugar Refining Co. of N. J., 129 Front St., Long Island City, N. Y., has awarded a contract for an addition to its sugar refinery at 54th Ave. and Second St., at a cost of approximately $40,000.

General Mills, Inc., of Minneapolis, Minn., has bought the holdings of the Sperry Flour Company, a $13,000,000 concern with plants in Oregon, Washington, California, Idaho and Utah.

Stewart Brothers Paint Co., of Alliance, O., has completed the erection of a new branch paint and varnish manufacturing plant at Spartanburg, S. C., to handle its trade in the group of southeastern States.

A $1,000,000 merger was recently effected with the consolidation of the El Paso, Texas, Grain and Milling Co., the Globe Ice and Cold Storage Co., and the Globe-El Paso Cotton Oil Co. It will be known as the Globe Fico Mfg. Co., and will handle flour, ice, cotton oil products and oxygen. William E. Keller is president and principal owner.

Articles of incorporation for the Kraft-Phenix Dairies Co. have been filed at Madison, Wis. The organization is to have a capital stock of $2,000,000. The new company is taking over the plant of the Kraft Cheese Co., at Wausau, Wis., and the plants at Antigo, Wittenberg and Birnamwood. The headquarters of the plant are to be in Wausau.

Federal Trade Commission Rules Circulation of Lumber Statistics is Lawful

Lumber trade associations are not violating the anti-trust laws in circulating statistics of lumber cut and orders, the Federal Trade Commission declared under date of February 13th in a report on trade association activities.

The investigation was made under direction of the Senate, and primarily concerned open-price associations, but special attention was paid to five lumber associations, and these are dealt with in a single section of the report. While not stating positively that the lumber associations have not transgressed against the Federal laws, the commission conservatively stated that it could find no evidence that attempts had been made to regulate prices or production.

"Apparently these associations made little, if any, attempt to influence their members to follow any given course as to prices or production, and it seems to be a fact that the meetings of the associations are now free from discussion of such subjects," the report reads.

During the investigation field agents of the commission visited the five associations, as well as a large number of their members, and in some instances examined the files. The group includes: The Southern Pine Association, of New Orleans; the West Coast Lumbermen's Association, of Seattle; the Western Pine Manufacturers' Association, of Portland; the North Carolina Pine Association, of Norfolk, and the California White and Sugar Pine Association, of San Francisco.

A report on each department of each organization and its method of doing business is included, particularly that phase pertaining to the establishment of prices, with the comment that "They act as clearing houses for information of interest to their members, and are able to engage in undertakings, such as advertising campaigns, to take action for or against legislation and such matters, much more effectively than could the individual members."

All five associations, according to the report, collect and distribute information in respect to cut, shipments, orders and stocks which has a tendency to stabilize, if not "stiffen," prices. This practice is not tainted, in the view of the commission, so long as the member associations refrain from concerted action based on this statistical data.

In discussing base price lists, the commission reports that they have been used in attempts by mills in the territories of the five associations to fix prices with the base lists as an important factor in the plans.

"It should be kept in mind that, while these base price lists do not purport to fix prices for the items of lumber quoted, they do reflect the relative values of the several items," the report reads.

In discussing prices in general, the commission concedes that in the final analysis they are governed by the law of supply and demand with respect to concessions granted when markets are overstocked or when the mills are in need of funds.

"The commission believes that there is keen competition in the manufacture and sale of lumber produced by members of the five associations under consideration in this report. It is also of the opinion that prices of these kinds of lumber are generally the result of competition and that restraints of trade affecting such prices have been less common than formerly and of little effect. No proof of any agreement or understanding in restraint of trade was found."

Substitutes for lumber encouraged by prevailing prices and the unwillingness of dealers to handle odd dimensions has its effect on price, according to the report, which adds that the curtailment of production in the summer of 1924 was needed so that prices would not fall below costs.

The report of the commission carried with it a recommendation that all trade associations be licensed, not so much as an instrument of regulation, but rather as an important means of providing the government with full knowledge of what such organizations are doing.

Stave Manufacturers to Erect Band Mill

The Wheeler Lumber Company, with offices at Pine Bluff, Ark., has completed arrangements for the erection of a band mill on its property adjoining the stave mill. The company is moving the mill which was formerly operated by them at Waldstein, where it cut out just before the flood of 1927. The Wheeler Lumber Company is composed of A. G. Wheeler and E. R. Norton, of this city, and are among the best known hardwood operators in this territory. These gentlemen have operated the Norton-Wheeler Stave Company, with plants here and at Benton, Ark., for a number of years.

Several large tracts of timber have been blocked up, among them the timber on the Gracie plantation which contains some fine oak and gum.

It is understood that about 140 men will be given work, including all departments of a hardwood operation. It is hoped to have the mill completed and in operation in about sixty days.

I. C. C. Orders Parity in Cooperage Rates

A parity of freight rates was ordered by the Interstate Commerce Commission March 4th to be established on cooperage stock from Arkansas, Louisiana and Missouri as between Keokuk, Iowa, and Alexandria, Mo., on the one hand and Peoria, Ill., on the other.

The request for the parity in rates was entered by the Keokuk Barrel Company and Bott Brothers Manufacturing Company, and lower rates were asked.

John A. McKay

Mr. John A. McKay, vice-president of the St. Louis Cooperage Co., passed away on February 16th, at St. Louis, Mo. Mr. McKay was with the St. Louis Cooperage Co. for many years, and was well known throughout the cooperage trade.

The JOURNAL extends its sincerest sympathy to Mr. McKay's immediate family, and to the St. Louis Cooperage Co. in the loss that has come to them.

Max Lowy

On March 7th, death called one of the JOURNAL'S oldest friends, Max Lowy, president of the Kern Company, New Orleans, La.

Mr. Lowy was a native of Austria and made frequent trips to his home country.

He was a pioneer stave man of the South having begun that industry many years ago with headquarters at Memphis. He removed later to New Orleans and built up an immense trade in export staves.

Mr. Lowy is survived by his widow and one son, Lloyd M. Lowy, and the heartfelt sympathy of the JOURNAL is tendered to them in the loss which they have suffered.

Louis H. Schaperkotter

It was with a deep feeling of regret that we received news of the death of Louis H. Schaperkotter, secretary of the Schaperkotter Cooperage Co., St. Louis, which occurred recently.

Born in North St. Louis, a son of the late William Schaperkotter, one of the pioneer coopers of the city, Louis H. Schaperkotter entered the employ of his father at the age of 16, and at the age of 20 became a traveling salesman of the firm, a position which he held until the death of his father several years ago, when he was elected secretary-treasurer. He was a member of the Travelers' Protective Association, of the Finance Board of Zion Church, of the Men's Society of the congregation and since his fifteenth year a singer in the church choir.

Mr. Schaperkotter is survived by four sisters, Mrs. E. R. Eubanks, Mrs. J. G. Eble and the Misses Emma and Bertha Schaperkotter to whom the JOURNAL extends its sympathy in their bereavement.

New Organization Cutting Staves

The G. F. Vansant Lumber Co., Lexington, Ky., organized by G. F. Vansant, H. M. Collins and J. W. Stewart with $30,000 capital, has acquired several thousand acres of splendid hardwood timber lands along the left fork of Millstone Creek and is developing the boundary. A large stave mill has been installed. The company is also marketing thousands of fine yellow poplar logs in the rough, shipping them to down-State mills. It is announced here that the company will acquire additional holdings surrounding the property.

Wooden Barrel Manufacturers' and Dealers' Directory

CANTON BARREL COMPANY, Canton, Ohio. — Dealers and brokers in Wooden Barrels of all descriptions, Tight and Slack.

H. METZGER'S SONS, 11-15 Eighteenth St., Richmond, Va.—New and Second-Hand Barrels, Kegs and Hogsheads of all kinds.

EMPIRE BARREL CO., 1925 Clinton St., Detroit, Mich.—Second-Hand Barrels of all descriptions. Lard Tubs and Nail Kegs.

J. S. JONES COOPERAGE, 12 N. 19th St., Richmond, Va.—Dealer in Used Tight and Slack Barrels of all kinds.

MOEHN COOPERAGE CO., 310 Southeast Ninth St., Des Moines, Iowa.—New and used Tight and Slack Barrels for Apples, Poultry, Sugar, Alcohol Kegs, etc.

AMERICAN COOPERAGE CO., INC., Maurer, N. J.—Manufacturer of New Tight Barrels made of oak, fir and gum stock.

REGISTER NOW

AND

LET THE CONSUMERS KNOW

WHERE TO GET THEIR

WOODEN BARREL SUPPLIES

AMERICAN COOPERAGE CO., INC., Maurer, N. J.—Dealers in Second-Hand and Recoopered Tight Barrels.

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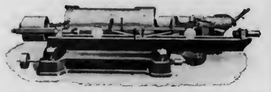

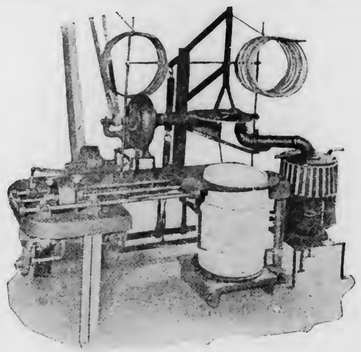

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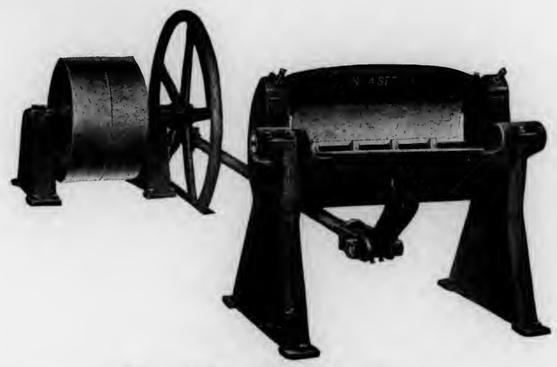

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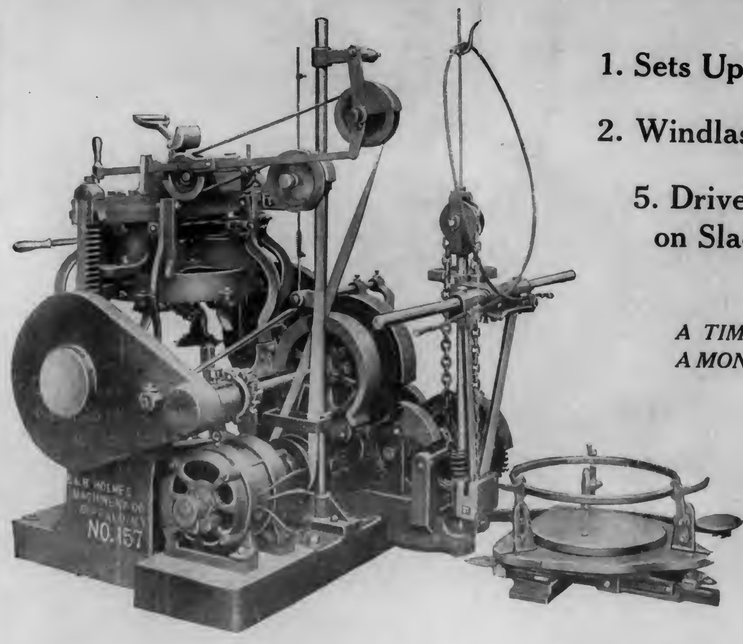

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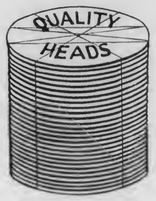

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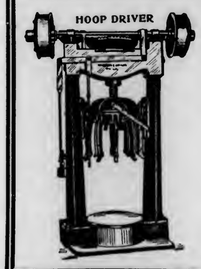

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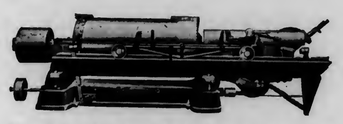

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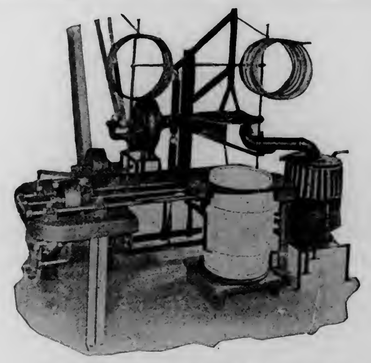

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FOURTEENTH ANNUAL CONVENTION

THE ASSOCIATED COOPERAGE INDUSTRIES OF AMERICA

JEFFERSON HOTEL - - ST. LOUIS

May 13th, 14th, 15th

This is not going to be just another Convention, but one of vital interest to every manufacturer, dealer and user of cooperage and cooperage stock. Besides the election of officers for the ensuing year, proposed changes in Grade Rules, etc., the matter of standardization and simplification of tight cooperage will be further considered.

Arrangements have been completed with the U. S. Department of Commerce, Bureau of Standards, Washington, D. C., to hold a General Conference during the Convention for the purpose of discussing and acting upon proposed specifications for various sizes of Tight Barrels and Kegs, and as this conference will be attended by manufacturers and users of tight containers from various sections of the United States, much mutual benefit to all concerned can assuredly be looked for.

A prominent speaker has also been engaged to address the members on an interesting subject at the General Session.

Plan now to be on hand May 13th-14th-15th, whether you are a member or non-member of the Association. We will be very glad to arrange hotel reservations for you.

C. G. HIRT, Secretary-Treasurer.

The Associated Cooperage Industries of America

B-20 RAILWAY EXCHANGE BUILDING - - ST. LOUIS, MO.

The National Coopers' Journal

FORTY-FOURTH YEAR | Philadelphia, April, 1929 | $2.00 PER YEAR VOL. XLIV, No. 12

Wooden Barrel Demand in Louisiana Comes From Many Sources

Sea Food Industry at Present Time Using Many Barrels—Excellent Outlook for Cold Pack Fruit Barrels—Muskrat Industry a Newcomer Among Consumers of Cooperage

One of the oldest and best known names in the New Orleans cooperage trade has ceased to be. For three generations the John G. Moll Cooperage Co., Inc., has made barrels here, and through many business vicissitudes has enjoyed the respect of the community. Again and again this business has changed hands through the death of its managing owner, but has retained the old firm name and upheld its traditions. Some years ago, through the death of the last Mr. Moll who operated the shop, the business became the property of the Charbonnets, a very prominent family of professional men. These gentlemen took no personal interest in the cooperage business, being wholly occupied with other matters, but they continued to operate the shop simply because they had inherited it. A good cooperage business may not be a desirable acquisition for a busy lawyer, but it certainly is a fine property for an experienced cooperage man who knows his trade, so a man of this description, E. B. Peyronnin, Jr., took it over.

Mr. Peyronnin has a long record in the business, beginning as manager of the old Moll shop; then he became managing partner of the old firm of Beck & Jones, and when the late Charles Beck bought out the Louisiana Manufacturing & Cooperage Co. he became manager of the big plant, although he was at that time operating several shops of his own.

Mr. Peyronnin will continue the business of the Moll Cooperage Co. under his own name, and will make that shop, at No. 1040 Tchoupitoulas St., his headquarters while operating the four branch shops which he owns at desirable shipping points.

Wooden Barrels for Fish Shipments

Fishermen are now busy, and the trade in fish barrels is good, though not extremely large. Some of the fish shippers have been looking the matter up to find out what packages are used for fish in other sections of the country, and have been informed by Mr. R. H. Fielder, of the U. S. Bureau of Fisheries, that during an average year the city of Atlanta, Ga., uses five million pounds of fish, and that ninety per cent of this fish, as well as of other sea food, reaches that market in barrels. The barrels used are second-hand sugar, flour or apple barrels. The fish received from the Great Lakes were usually packed in boxes containing ten, fifteen or twenty-five pounds, while fish from Florida arrived in barrels holding 200 pounds each, though there are some smaller shipments in boxes of assorted sizes. Green shrimp are received in barrels carrying a net weight of 125 pounds, while lobsters come in barrels of 150 pounds.

Louisiana Fish Industry Also Uses Wooden Barrels

Louisiana produces twenty-six million pounds of fish per year, and some thirty-five million pounds of shrimp, and, like the men who supply the Atlanta market, our fishermen prefer the barrel as a container. For years they have used new barrels, made to their order in three sizes, to hold 50, 75 and 125 pounds respectively. Either as a matter of economy, or because these odd sizes of barrels are not always obtainable, the fishermen are now turning from these special fish barrels and using emptied flour, salt or sugar barrels, or, in fact, any kind of slack barrel that can be had at a low price.

Splendid Outlook for Cold Pack Fruit Barrels

The berry crop at Hammond, La., is breaking all records, and it is estimated that anywhere between 3,500 and 5,000 carloads of berries will be shipped from that point alone, during the season. Most of these berries will, of course, be shipped in little veneer boxes, according to custom, but there will still be large quantities shipped in what is known as cold pack; that is, the berries are filled into good, clean tight barrels, with an equal weight of sugar, and it is estimated that the one town of Hammond will require anywhere from 6,000 to 10,000 barrels for this purpose. The berry industry will also call for a good many other high grade tight barrels for other products. When these products reach the bottling works, still more barrels will be called for to hold the syrups and extracts made from them, so that, altogether, the berry industry is a pretty good customer of the cooper.

Sugar Barrel Has Its Good Business Periods

The package demand among the big sugar refiners is always a very uncertain quantity, for sometimes they use vast quantities of barrels and sometimes none at all. Not long ago a visitor at the Henderson Refinery found the floor of that immense plant almost completely covered with sugar barrels, all as good as they make them. This refinery does not maintain a shop, but buys its packages from our local coopers.

Morton Salt Co. Continues as a Barrel User

It has been so often reported that the Morton Salt Co., with offices in this city, who used to make and use so many barrels at their Avery Island works, had quit using barrels that it is an agreeable surprise to find a good many used barrels bearing their brand thrown on the market here. New Orleans coopers do not make barrels for these people, but they are glad to get the empties, which are high class barrels, and suitable for many purposes.

Paint Company to Enlarge Its Plant

It should interest the tight coopers to know that the American Paint Works of New Orleans has purchased the vacant property adjoining its already large plant at Jackson Avenue and Tchoupitoulas Street and is preparing to erect an addition to its factory.

A New User for Wooden Barrels—The Muskrat Industry

Herbert Bayliss, of the Louisiana Chamber of Commerce, says that there are 3,033 people in this State engaged in the crate, box and veneer business, while there are 3,003 engaged in the cooperage business. Mr. Bayliss does not explain just how he arrives at his figures, though it would seem certain that there are not many more people engaged in the box and crate business than there are in the barrel business, but the crate people seem to be getting the most free advertising, while the barrel people are quietly standing back, letting them have their own way. In spite of all this, however, it is now in order for the cooperage trade to rise and welcome a new friend and patron, the muskrat industry.

Along the Louisiana shore line, where no one can tell with certainty where the United States ends and the Gulf of Mexico begins, there are two and one-half acres of land devoted to the growing of muskrats for their fur. When the production of muskrat pelts amounted to five million dollars per year we recognized the industry as big business, but now that a year's output

amounts to six million dollars we accept the muskrat trade as one of the State's major industries.

"Journal's" Representative Packs the First Muskrat Meat Shipment in the Wooden Barrel

In the past this trade has been attended by a fearful waste, for the carcasses of the animals, say six million a year, have been simply thrown away. Everybody knows that the muskrat is not akin to the plague-bearing, filthy pest that infests warehouses and granaries, but that he is a vegetable feeder, not a scavenger; is cleanly in his habits, and is quite as respectable a citizen as the rabbit or squirrel, but still his name is against him. "Musk" suggests an offensive odor, which he has not, and "rat" suggests vermin, which he is not, but still his flesh is not eaten to any great extent in this State, and if it is to be sold the market must be found elsewhere. It is said that the market has been found, and the question now is, how can the delicate flesh be shipped to best advantage? Some buyers from the New Orleans market were discussing this question down on the bay. The trappers were afraid that the meat would not bear shipping, and asked the JOURNAL'S representative, who happened to be visiting them, how it should be packed, and as they were preparing to send out a sample shipment he did the packing himself.

How to Pack Muskrat Meat in Wooden Barrels

Taking an emptied flour barrel that had been intended for fish, he cooled it by dipping it in the tank of ice water, then threw a handful of Spanish moss in the bottom of the barrel. After covering that with a little ice, he began putting in the meat. As he worked he explained the process.

The meat had been kept on ice all night and was cold, and he had taken care that the barrel he used was cold. There were holes in the bottom of the barrel for drainage, but he had covered these with moss to keep the meat from contact with the outer air, and to keep the air from entering the barrel too freely. He explained that if 150 pounds of warm meat is put into a warm barrel, it is probable that even if a mountain of ice is piled on top of the barrel the meat will heat and spoil before the solidly-packed mass is cooled through.

In filling the barrel he used all the skill he had in fitting the carcasses together so that the contents of the barrel would be a practically solid mass of meat, with no air holes, and no open spaces for air currents. When the barrel was two-thirds full he threw in enough ice to completely cover the meat, shook it down, and then finished his packing, filling the barrel to within four inches of the top, completing the job with a heap of finely cracked ice on top of the meat, headed up the barrel and had it hustled into the refrigerator car which was being loaded with sea food. The question of packages and packing was solved, the shipment was a success, and the shipper was promised business for the next trapping season.

As Usual, the Wooden Barrel a Satisfactory Container

Other dealers and trappers have sent out trial shipments with like good results. Near the close of the trapping season Beresford Wiggan, at Patterson, La., made a trial shipment of 2,047 muskrats, and as the meat was packed in barrels and properly iced, this too was a success, the meat reaching destination, which was Baltimore, in fine shape. The net profit on this little trial shipment was $82.73, and Mr. Wiggan says that his market has been found, and that next trapping season he will ship 5,000 carcasses a day. If the market has actually been found others will follow his example, but muskrat meat really is hard to keep, and the man who does not pack it right, or who uses a substitute for the wooden barrel as a shipping container, is going to be in mighty hard luck.

Buffalo Cooperage Trade Having Fair Demand

Demand for flour barrels is not on any very active scale at this time, and the shops are not getting enough business to enable them to put in full time. But there is some export barrel trade and the Buffalo shops seem to be getting their share of it. Local flour mills are running on about three-quarters capacity, which is probably a higher average than mills in some other sections of the country.

Higher Grade Than U. S. No. 1 Recommended for New York State Apples

State control of apples and higher requirements than U. S. No. 1 Grade are proposed as the result of a meeting of a joint fruit committee of the New York State Farm Bureau Federation and the New York State Horticultural Society, held at Rochester, N. Y., on March 19th. The outline of the committee's recommendations is as follows:

1.—A protected or copyrighted brand or trade mark held and controlled by the New York State Department of Agriculture and Markets.

2.—The use of this brand to be permitted after passing shipping point inspection.

3.—The minimum requirements as to grade and in other respects of apples branded with this brand or trade mark, and packed in closed or open packages, or transported, sold or offered for sale, to be higher than the minimum requirements of the present New York U. S. No. 1 Grade.

4.—Inspections to be made of apples packed by each licensee under this brand from time to time at shipping point, packing house, point of destination, or in the hands of distributors by qualified inspectors of the State.

5.—The State to make available a list of growers, shippers, packers, and dealers authorized to use this brand or trade mark.

6.—The State also to advertise New York State apples packed under such brand as uniform, good quality and up to grade, and the equal in flavor of similar varieties grown anywhere in the world. Also that any complaints as to licensees be investigated by the State.

Slack Stock Prices Are Firm

Slack cooperage material is reported to be holding steady in price. Conditions in the flooded territory of the South will probably have the effect of stiffening prices.

Government Agents Seize Empty Whiskey Barrels

Three thousand whiskey barrels were seized by government agents here on March 11th in a large warehouse at 78 Michigan Avenue. Four men were arrested in the place, one of whom is said to have been discovered shaving the interior of one of the barrels. Agents say that the highly-flavored shavings are sold with the barrel for approximately $50. The storage warehouse had the appearance of a brewery. It is a brick building, about 500 feet long and 100 feet high. Barrels were piled seven high to the roof from one end of the building to the other. Only a narrow lane was left as a means of getting from one end of the building to the other, and the turns were made visible by lanterns. The merchandise seized in this raid included 500 cases of quart bottles, 300 cases of pint bottles, all empty, and thousands of whiskey and gin labels and wrappers, gold foil and prescription liquor prescriptions, all said to be worth over $100,000.

British Cooperage Trade Expect Considerable Betterment in Demand

The market for tight cooperage has quietened down considerably this last month and a revival is not expected until after Easter. Arrivals from America have been much in excess of requirements and stocks in importers' hands are larger than for the past few years. The Memel stave trade is just barely steady, with ample stocks in this country and no signs of any scarcity. Prices are steady.

A good amount of business in slack cooperage was transacted during March and cooperages are fairly well employed.

Taken all round, the cooperage trade in the United Kingdom is quite healthy and after the Easter holidays cooperages expect to be in full operation.

Cooperage Company Building Plant

The Iuka Cooperage Company, Iuka, Miss., has purchased fourteen acres of land on the Lee Highway on what has been known as the McKinney place, and will locate a stave factory, employing about forty men.

TRADE REPORTS FROM HERE AND THERE

Everyone in Cooperage Trade Should Protect the Interests of the Apple Barrel

There is a good deal of speculation as to the apple crop and while it is too early at this writing to determine anything we wish to quote part of the contents of a letter received from our good friend Mr. Judson Snyder of Newark, N. Y., which has reference to the conditions in western New York:

"From the information that I can gather, it looks as if we would have a fairly good bloom in western New York on apples this season. Of course, bloom doesn't always make a crop, but one cannot get a crop without bloom. To quite an extent the basket has captured quite a portion of our home trade on apples, but don't believe it will ever make a package for exporting, and with the amount of apples we are growing in this country, we certainly have got to export a lot of them in order to get rid of the crop, and I am of the opinion myself, that there will be more apples put in barrels the coming season than there were in the past. However, time will tell and when they want them they will want them in a hurry and they may be short before the season is over."

This information from Mr. Snyder explains the change that is coming about in the apple barrel business in this section. The cooper no longer finds it to his advantage to purchase stock early and make up storage barrels. The farmer and the packer do not know until the last minute whether they will need barrels, boxes or baskets for packing their apples. Therefore, when the rush comes in the fall if the demand is for barrels, and there are not sufficient available, as occurred in several places in western New York last year, the apples will be packed in baskets or boxes and placed in cold storage. In the past the cooper was able to make up barrels early and begin delivering just as soon as the roads were passable, because the farmers were certain to use some quantity of barrels, but now the situation has changed. The farmer will positively not take in any barrels without knowing that he will need them so the entire burden is on the cooper. He must find storage and must be able to finance his entire business until fall. Someone must take the chance and have the barrels ready if they are needed, and it is only proper that the cooper is the one to do this. This is an entirely new situation and will change around the buying season to a great extent.

Perhaps, the good old days when it was not thought to be risky to put in transit ten or fifteen cars of staves, several cars of heading and a few cars of hoops to Suspension Bridge, N. Y., for the close of the season to be available for immediate need might return. In any event we must all do our share to protect the apple barrel so that when it is demanded it will be available. Boxes and baskets needing less storage space than barrels seem to have an advantage at this time.

Market conditions at this time are in a rather chaotic state. Quick shipments are being sold at attractive prices due to flood conditions in the Southern States, but prices are remaining firm for spring and summer shipments. Pine heading is especially strengthening in price during the past two weeks. Staves and hoops remain about the same except for a strengthening in price for quick shipment. We look for a good business for the next ninety days.

FRANK M. SCHERER,
Henry Wineman, Jr., Detroit.

Calls From Potato Growers Have Moved Quantities of Cooperage Stock—Fruit Outlook Encouraging

At this season of the year quite a percentage of the slack cooperage stock sold is for future use. During April, the potato people have a fairly good idea of whether their barrel requirements will be small or large so they are interested in some material. The apple people, as a rule, place some orders, but April is a rather uncertain month for apple growers. Many times good crop prospects have been destroyed by frost coming the latter part of April, so there is a feeling among apple growers generally that crop predictions are not safe until after the first of May.

A fairly good supply of cooperage has been moving during April, largely to potato growers. The potato acreage this year is somewhat less than it was last, but crop conditions up to the present time are promising. It can also be said that present fruit prospects are promising, but the attitude of "watchful waiting" on the part of many apple cooperage buyers has had a tendency to reduce the call for that class of cooperage during the month. This retarded demand has dovetailed very well with the supply, because the supply has been curtailed greatly by recent high water in the Mississippi Valley. If we pass the month of April without disastrous frosts in the fruit districts May will show considerable increase in the fruit stock demand and this demand will stimulate increased activity in other lines, because it seems to be characteristic that when one man wants something the other fellow thinks he does too—when he thinks he does, he does.

The reports received from the West are that no surplus stock exists at the mills, neither staves, heading nor hoops; therefore, if the extra supply, which will probably result from increased production after May first is taken care of by the increased demand referred to, it is reasonable to assume that a fairly good business will result and that this will apply to the spring months at least. With a good business, firm prices are justified and firm prices usually result. There is no apparent reason for prices being lower and we believe excessive advances even when possible of realization are permanently injurious.

C. M. VAN AKEN, *President*,
C. M. Van Aken Cooperage Co., New York City.

Production at Low Ebb—Prices Ruling Firm

We found the month of March showing some little improvement in demand as compared with January and February.

On the other hand, production has still continued at low ebb. Heavy storms and rains have prevailed, covering the entire South for the past thirty days, and as a consequence of the production conditions prices are continuing to hold very firm.

G. I. FRAZIER, *President*.
G. I. Frazier Co., Memphis.

Protest Against This Proposed Increase in Minimum Weights for Cooperage

It is proposed in Subject 206, Docket No. 37, of the Consolidated Classification Committee, to increase the carload minimum weights on tight and slack cooperage as shown in Rule 34 of the Consolidated Classification as follows:

For slack cooperage in cars over 41 feet 6 inches and over 42 feet 6 inches the minimum weight is to be changed from 12,000 pounds, charge not less than 10,000 pounds to a weight of 16,000 pounds. For cars over 42 feet 6 inches and not over 46 feet 6 inches, the proposed change would increase the minimum weight from 14,200 pounds to 16,200 pounds.

For tight cooperage for cars of the first dimension, the present minimum would be changed from the present weight of 14,640 pounds, charge not less than 12,000 pounds, to 19,440 pounds, and for cars of the second dimensions an increase from 17,040 pounds to 19,440 pounds.

The Associated Cooperage Industries of America is making a call upon every tight and slack cooperage manufacturer to assist in fighting the proposed increase, and asks for complete co-operation in the way of exerting every influence with the executive officers of the railroads with whom they transact business, and also filing your individual protest with the Consolidated Classification Committee promptly, addressing same either to Room 408, No. 143 Liberty St., New York, N. Y., where hearing is scheduled for April 9th, Room 404, Chicago Union Station, Chicago, Ill., at which place a hearing will be held April 16th, or Room 1015, No. 101 Marietta Street, Atlanta, Ga., where the subject will also be considered on April 24, 1929.

THE NATIONAL COOPERS' JOURNAL
DEVOTED TO THE COOPERAGE INDUSTRY

ESTABLISHED 1885

ASSOCIATED COOPERAGE INDUSTRIES

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M. E. DOANE
EDITOR

J. A. MURPHY
BUSINESS MANAGER

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ADVERTISING RATES

will be furnished on application. Copy for advertisements should reach us not later than the 15th of the month to insure insertion in the following issue. Changes in advertisements should reach us not later than the 20th of each month.

CORRESPONDENCE

The columns of THE NATIONAL COOPERS' JOURNAL are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

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(Signed) J. A. MURPHY,
Business Manager.

Sworn to and subscribed before me this 8th day of April, 1929.
(Seal) JAY R. GRIER, Notary Public.
(My commission expires January 1, 1931.)

The Cooperage Industry: An Integral Part of the Industrial Structure of the Country, a Strong and Indispensable Strand of the Economic Fibre of American Business.

THE 14th Annual Convention of The Associated Cooperage Industries of America will be held in St. Louis May 13th, 14th and 15th at the Jefferson Hotel. The year that has intervened since the last Annual Convention has been an interesting one for the cooperage trade as well as a profitable one in many ways. Not so much, it may be true, with regard to greater incomes enjoyed but assuredly so with regard to the progress made in the way of a more comprehensive view of the problems that confront our industry and the extent to which these problems, unsolved, jeopardize our business and affect our prosperity.

When an individual or an industry takes note of its assets and liabilities, checks up on its lack of progressiveness, looks its shortcomings straight in the eye, and then has the courage and stamina to buckle down to the work of solving its problems, overcoming its shortcomings and begins to look to the speeding up of its non-progressiveness then is that individual or industry on the right, high and sure road to profit-earning success.

That the manufacturers of cooperage and cooperage stock, tight and slack, possess a clearer conception at this time, of what actually confronts them as manufacturers, than ever before, there is no doubt. Possessed of this knowledge there is also but little doubt that the coming annual meeting will be fraught with concerted action on the part of the entire body looking to the formulating and putting into immediate working of such trade protecting, extending and increasing programs as will not only guarantee the future safety of the wooden barrel but a steady growing volume of sales, which growing sales volume of the wooden barrel means increased trade success and business prosperity for each and every member of the cooperage industry.

Reviewing the years since the amalgamating of the separate cooperage associations into one organization, one can not help but be impressed by the advance that has been made and by the many fine things that have been accomplished for the general good of the trade. Therefore, with an organization fitted and capable of serving its industry so well as The Associated Cooperage Industries of America, it is heartening to record a firmer grasp being placed upon the helm of affairs and the exerting of more intensive efforts to adjust retarding conditions, which whether from within or without, have nevertheless acted as deterrents to the best interests of all concerned. With the approaching of the May Annual the high peaks of successful achieving in association endeavors loom large and the trade is now in position to look forward with real expectancy to things long desired.

The cooperage industry is not only an integral part of the industrial structure of the country but it is a strong and indispensable strand of the economic fibre of American business and as such is an important and indissoluble link in the chain of American prosperity. To fail to appreciate the full importance of our industry in the trade and business life of the world at large is to rob our efforts of half their effectiveness. Give just thought to the industry of which you are a member; believe that it will yield a hundred fold increase for every good work you do in its behalf; join with your fellow trade members in protecting and furthering your business interests and the tale of decreasing business and profits will soon become a thing of the past.

The 14th Annual Convention will afford a splendid opportunity for the cooperage trade to accomplish much good for the industry as a whole, and for each and every cooperage and cooperage stock manufacturer. The JOURNAL looks to see a full attendance in St. Louis next month. Whether an Association member or not there is an obligation upon everyone connected with the cooperage industry to aid in bringing about the trade betterment that can be gained by concerted action.

Let us all discharge that obligation to our individual businesses and to our industry in the fullest measure by actively participating in the proceedings of the coming 14th Annual meeting

Is the Trade of a Barrel-Using Industry That Doubles Its Volume in a Single Year Worth Going After?

THE Advertising and Publicity Campaign inaugurated by the sugar refiners, the details of which were fully covered in the February issue of the JOURNAL, holds for the cooperage industry an announcement of startling significance and one which forces to the fore, for the consideration of every cooperage and cooperage stock manufacturer, the pertinent question embodied in the caption above.

Figures covering the sugar making season just passed reveal an estimated volume of sugar and syrup that should have netted the cooperage industry—had the wooden barrel been fulfilling its rightful mission in the sugar field—a call for a million sugar barrels and a hundred thousand syrup barrels alone, to say nothing of the packages necessary to contain the products of raw sugars that are imported by the big refiners.

Just as the JOURNAL reported that the 1928 sugar yield would be double that of 1927, so now does it predict that the 1929 output will be limited only by the capacity of the mills to handle the crop, and the 1929 demand for sugar and syrup barrels will be limited only by the efficiency of the cooperage trade in going after the business. The sugar and syrup business will be here. Will the wooden barrel get it? That, of course, is a question that only the wooden barrel and stock manufacturing industry can satisfactorily answer.

The possibilities for increasing and extending the use of the wooden barrel in the sugar industry is paralleled in so many barrel-using industries that it is hard to conceive how the cooperage trade can help but profit from the growth and expansion in other producing and manufacturing lines. The pressure and need for packages the world over is assuming such gigantic proportions that the wooden barrel—known almost since time began—appears destined to "win on its own," though it would have much easier, quicker and more encouraging going were its entire industry to get behind it in its fight for trade.

Success of Elimination of Waste Through Simplification and Standardization Steadily Increases.

THE elimination of waste through simplification and standardization, which was given a great impetus by President Herbert Hoover, when Secretary of Commerce, continues with unabated vigor.

According to a report of the Division of Simplified Practice the number of acceptances for simplified practice recommendations increased during the last quarter of 1928 from 12,342 to 14,190. During the calendar year 1928 the total number of acceptances increased from 8,546 to 14,190.

The effectiveness of the simplified practice recommendations, as demonstrated by the annual surveys made, has steadily risen each year, according to Ray M. Hudson of the Division of Simplified Practice.

"American Industry," said Mr. Hudson, "has found that simplified practice pays, and pays well. If there were no dollars and cents benefits from simplified practice, industry certainly would not stick to the programs. Simplified practice is not offered as a panacea for all the ills of industry or business. But it is offered as an agency for better production and selling methods through the joint participation in such program by manufacturer, distributor, and consumer.

There will be a general conference at the coming Cooperage Convention in St. Louis with members of the Bureau of Standards for the purpose of considering and acting upon the proposed standardized sizes of tight barrels and kegs.

If it is not already arranged for, the JOURNAL suggests that the standardization of the one-bushel barrel be discussed at the same time, as well as the subject of adopting sized barrels for the produce growers that will enable the cooperage trade to overcome the effects of substitute containers to displace the wooden barrel, and which will give to the grower the protection to his produce that is required.

Standardization and Simplification are big factors in industry today, and the cooperage trade should make the most of the open discussion which will be held during the Annual Convention.

Foreign Trade Convention at Baltimore, April 17-19

The coming National Foreign Trade Convention at Baltimore, Md., April 17th, 18th, 19th, is the first gathering of foreign traders on the Middle Atlantic Seaboard since 1922, when a convention was held in Philadelphia.

The program of the convention includes one wholly new feature. This is a conference of representatives of the 35 foreign trade clubs, export managers' associations and similar local groups of active foreign trade executives. The development of these local groups and of the foreign trade departments of local chambers of commerce, which now number over 70, has been very rapid in recent years. The convention will serve as their first recognized national meeting place to effect national collaboration of these local groups in foreign trade policy and in stimulating more foreign trade activity.

Informal sessions will also be held by groups of bankers, credit, advertising, and traffic men and educators at foreign trade schools of business from all over the country. The Trade Adviser Service of the Council, which has settled hundreds of export problems by bringing the inquirer into direct touch with a recognized national authority at the convention, will cover all phases of foreign business and all markets in which the United States is engaged in international trade.

In his call to the convention, Chairman James A. Farrel issued the following statement concerning the foreign trade of the United States:

"The foreign trade of the United States for 1928 was one of continued development. In value it was more than $9,200,000,000. In volume it was about 114,000,000 tons.

"Manufactured products rose to 70 per cent of the total of exports, or more than $3,500,000,000. The three great groups of raw materials, crude foodstuffs and animals constituted together but 30 per cent of the total, and of these unmanufactured cotton alone supplied two-thirds.

"This development in the export of manufactured products to a preponderating portion of the whole is the outstanding feature of the year's trade.

"In both exports to and imports from Latin America our commerce continued the encouraging progress it has made throughout recent years.

"In order to give special attention and study to the principal problems confronting our foreign traders, the National Foreign Trade Council will hold the Sixteenth National Foreign Trade Convention in Baltimore, Maryland, on Wednesday, Thursday and Friday, April 17th, 18th and 19th, 1929.

"Your co-operation toward making the convention a success and toward giving it the representation of every section of the country and every factor of international commerce, and thus making its service nation-wide, is earnestly requested."

Potato Growers—You Can Make More Money and Avoid Losses by Using Barrels Instead of Bags for Your Shipments

That is the Message Which Two North Carolina Barrel Manufacturers Are Getting Over to the Potato Growers in Their Campaign to Combat Bag Publicity—Government Reports Prove That Wooden Barrel is the Most Economical and Profitable Container—The Evidence is Against Substitutes

The drive by manufacturers of substitute containers to make still further inroads on the barrel man's business continues steadily and with increased vigor.

The bag manufacturers, through The Textile Bag Manufacturers Association, are striving with every effort to convince the potato growers of the Eastern Shore Districts that the bag is the most economic container for potatoes and that growers should adopt it as standard.

An advertising campaign has been inaugurated by the bag men which consists of a series of advertisements in the daily and weekly papers along the Eastern Shore extolling the virtues of the bag as a potato shipping container and the marketing economies possible through its use.

The Bag Man Has Always Been After the Wooden Barrel's Business

The activity of the bag man in the wooden barrel's fields is not new to any one interested in the cooperage trade, for it has been going on constantly for many years, and to the detriment of the wooden barrel man's business. However, it can be predicted in the fight for the potato growers' business the road is going to be unexpectedly rough for the substitute container. Down in the North Carolina potato districts for instance two progressive and enterprising wooden barrel manufacturers have taken up the cause of the wooden barrel, and are opposing the bag propaganda with a counter-advertising campaign direct to the potato growers showing the fallacy of the claims made by the bag manufacturers as to economic advantage and shipping efficiency of the bag as a container for potatoes.

Here Are Two Barrel Manufacturers Who Believe in Fighting for Their Trade Package

A. B. Houtz & Son, Inc., at Elizabeth City, N. C., and the Columbia Package Company at Columbia, N. C., are the two wooden barrel manufacturers who are championing the cause of the potato barrel, and it is a pleasure to record their names. These two companies have mailed to every potato grower in their sections, as the first gun in the battle, a broadside of facts concerning the wooden barrel versus the bag in the marketing of potatoes. This broadside, which is reproduced herewith, not only disproves the so-called marketing economies of the bag, but demonstrates by the presentation of facts, that the wooden barrel is not only the safest and best container for potatoes, but it also proves beyond dispute, from government statistics, that the grower will make more money by shipping his potatoes in wooden barrels in preference to bags or sacks.

Use of Wooden Barrel Brings Better Prices to Potato Growers

"I'll pay sixty-two cents more for 165 pounds of potatoes in a barrel than I will for the same amount of the same grade of the same kind of potatoes in sacks." That is a statement, backed up, as it is, by actual figures compiled by the U. S. Department of Agriculture Market Service, that is going to gain and hold the attention of potato growers.

The grower is not producing potatoes from any altruistic motives. He is in business to get all the profit he can, just the same as the rest of us, no matter what our line of business may be, and he is going to govern his shipping container purchases on the basis of dollars and cents value. Therefore, he is not going to permit himself to be "bunked" by high sounding phrases—his decision will be made on facts and facts alone, and the message of the wooden barrel's superiority as a shipping package contains just those facts.

Use of Bags Causes Loss of $1.03 for Each 165 Pounds of Potatoes Shipped

Additional sales value or profit, important as it is, is not all nor the only factor to be considered in the selection or adoption of a shipping container. Will the container prevent loss or damage to its contents? Will it carry the potatoes safely to the markets, and deliver them in salable condition? Will it protect the product from outside contamination, filth, dirt and vermin? These are pertinent questions that must be answered. Does the wooden barrel meet all these requirements? Read the cold hard facts, supported by government records, as presented by the wooden barrel advertisement reprinted herewith. These facts show no report of damaged or dirty stocks of barreled North Carolina potatoes, whereas for the same day potatoes shipped in sacks showed so much decay and damage that the Government report made special mention of it.

The average dockage for bad potatoes in sacks is 25c per 100 pounds, bringing the total loss to the potato grower of $1.03 per 165 pounds of potatoes when bags are used as shipping containers.

Substitutes for Wooden Barrel Are Neither Sturdy Nor Economical

The writer, after reading the articles which appeared in the February and March issues of the JOURNAL covering conditions in the produce trade of Louisiana, had occasion to go through the wholesale and commission produce districts of two Northern cities. What he saw there would make the average housewife want to rush to the Board of Health for a general clean-up order. Produce and vegetables in crates, hampers and bags on dirty wet pavements; broken crates, hampers and torn bags allowing their contents to roll out and become contaminated with muck and filth; incoming and outgoing shipments in dirty motor trucks, etc. What a waste and what a loss to every one concerned, be he grower, wholesaler, or ultimate consumer, for the consumer loses when health is jeopardized by unclean food products.

Inferior Shipping Container Voids Effects of Good Grading and Inspection Rules

All the grading and inspection rules in the world will be offset if growers do not make use of a shipping container that will protect their crops in shipment and deliver them to the market safely and in a sanitary condition.

Out on the Pacific Coast growers have under consideration the compulsory branding of potato crops to obtain price protection. No doubt such action will secure the protection the growers are seeking, but what is going to happen to the potatoes shipped in the branded bags? Is the branding of the bag going to prove another source of trouble?

Bags the Reason for Many Grocer Losses

Let the corner grocer answer that question. In a group that was recently discussing the survey of grocery trade in Louisville, now being made by the Department of Commerce, the writer asked a grocer who operates a fair sized store, what he considered the causes for so many failures in the retail grocery trade. He replied: "Of course, groceries must be sold on a close margin, and many fail because of lack of capital, poor buying, or for any number of other reasons due to lax business methods, but the losses which the grocery trade suffers yearly *from inferior shipping packages is enormous.* Take potatoes, for an example. We order in a quantity of potatoes. These potatoes come to us in bags.

CALIFORNIA BARREL CO., INC.

ESTABLISHED 1883
433 CALIFORNIA ST., SAN FRANCISCO
CABLE ADDRESS "KOSTER"

Cooperage Stock Manufacturers

TIGHT STAVES AND HEADING
SLACK STAVES AND HEADING
WOODENWARE STAVES
AND
HEADING

EXPORTERS OF
DOUGLAS FIR BARREL SHOOKS

WON BY A HEAD

That's the story of the race for many a big barrel order.

Good heads are as equally essential to the making of wooden barrels as staves and hoops.

H&D heads are good heads and will win the business. With H&D heads you have a guarantee of "Quality--Service--Workmanship."

Let us tell you more about them. There are no better heads made.

HUDSON & DUGGER COMPANY
Memphis, Tennessee

Strength and Economy in binding barrels with

American Steel & Wire Company's

WIRE HOOPS

WIRE HOOPS mean greater strength for barrels and better protection for shipments. At the same time, the low price of Wire Hoops reduces the cost of the completed package.

Packers find that barrels bound with American Wire Hoops measure up to the most exacting requirements of modern transportation. Bind *your* barrels with American Wire Hoops and assure your customers of added satisfaction.

We invite your inquiry for detailed information, and will gladly send you, without charge, samples in sufficient quantity to make a thorough test.

Secure bilge hoops with Staples or Fasteners as illustrated.

SALES OFFICES:

CHICAGO.....208 S. La Salle St.
CLEVELAND.....Rockefeller Bldg.
DETROIT.....Foot of First St.
CINCINNATI.....Union Trust Bldg.
MINNEAPOLIS—ST. PAUL, Merchants Nat. Bk. Bldg., St. Paul
ST. LOUIS.....506 Olive St.
KANSAS CITY.....417 Grand Ave.
OKLAHOMA CITY, First Nat'l Bank Bldg.
BIRMINGHAM.....Brown-Marx Bldg.
MEMPHIS, Union and Planters Bank Bldg.
NEW YORK.....30 Church St.
BOSTON.....Statler Bldg.
PITTSBURGH.....Frick Bldg.
PHILADELPHIA.....Widener Bldg.
ATLANTA.....101 Marietta St.
WORCESTER.....94 Grove St.
BALTIMORE.....32 S. Charles St.
BUFFALO.....670 Ellicott St.
WILKES-BARRE, Miners Bank Bldg.
DALLAS.....Praetorian Bldg.
DENVER.....First Nat. Bank Bldg.
SALT LAKE CITY.....Walker Bank Bldg.

UNITED STATES STEEL PRODUCTS COMPANY
San Francisco Los Angeles Portland Seattle

BARREL MACHINERY

Oram

CLEVELAND, O. U.S.A.

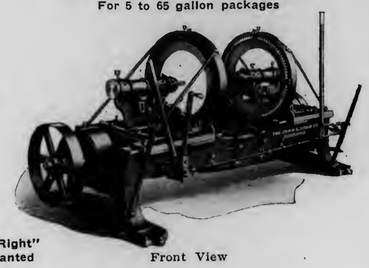
IF IT IS **ORAM'S** IT IS RIGHT

THE BEST MACHINERY FOR MAKING THE BEST CONTAINERS

AND FOR MAKING PROFIT FOR THE USERS

"THE OLD RELIABLE" **WOODEN BARRELS**

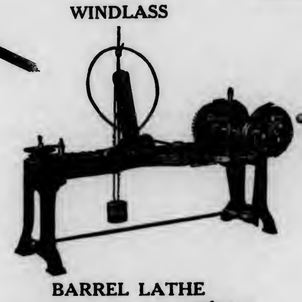
LATEST BARREL CROZER
WITH BALL BEARING ARBORS
AND POWER FEED ATTACHMENT
For 5 to 65 gallon packages



Front View

HOOP RIVETING MACHINE

WINDLASS



STEEL TRUSS HOOPS
ELECTRIC WELDED—"Made Right"
Outside painted any color, if wanted

HEADING PLANER

STAVE EQUALIZER

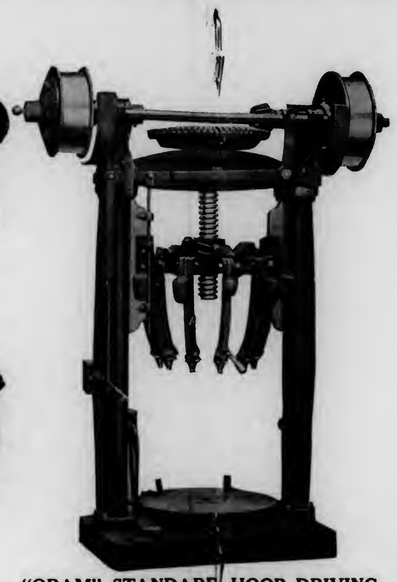
HEADING ROUNDER
Now made with Ball Bearing Arbor

BARREL LATHE

STEEL TRUSS HOOPS
ROUND EDGE—Special Carbon Steel
Sizes stamped inside, if wanted

NEW "ECONOMY" (PATENTED)
HEADING-UP MACHINE

ROSIN BARREL STAVE CROZER
With Automatic Hopper Feed



"ORAM" STANDARD HOOP DRIVING MACHINE

SIMPLE—POWERFUL—DURABLE

Capacity—As fast as operator can handle. 600 to 1,000 packages per day of 10 hours, and all properly driven

STAVE JOINTER

HEADING JOINTER AND DOWELLING MACHINE

NEW "ORAM" RAPID BILGE-HOOP REMOVING MACHINE

FIFTY-SIX YEARS
of
"Knowing How"

ESTABLISHED 1872
INCORPORATED 1914

THE JOHN S. ORAM CO.

STAVE, HEADING and BARREL MACHINERY

CLEVELAND, OHIO, U. S. A.

Your Copy of Our New
No. 27 Catalog
Now Ready for Mailing
on Request

APPLE BARREL STOCK

Do not wait until the opening of the apple season to place your orders for Apple Barrel Stock. To do so may result in delayed shipments when the stock is most needed and higher prices.

It will be to your advantage to let us contract your 1929 apple barrel stock requirements right now.

Wineman staves, heading, hoops and liners are a guarantee of sturdy apple barrels that satisfy the most exacting customer. Write or wire to our nearest representative for quotations. You will get real service.

Our Established Responsibility is Your Protection

HENRY WINEMAN, JR.
5 Larned West, Detroit

Sales Representatives:
Lewis Metcalf, Middleport, N. Y., J. F. Wilson, Martinsburg, W. Va., O. A. Rockefeller, Germantown, N. Y., Fred T. Mears, Onancock, Va., M. D. Brown, 221 Board of Trade Bldg., Norfolk, Va.

Pine Heading
a
Specialty

W. T. Smith Lumber Co., Inc.
CHAPMAN, ALA.

MANUFACTURERS OF

Yellow Pine Lumber and Timber, Hardwood Lumber, Pine Heading, Veneer, Crates, Lath, Etc.

WARRIOR HEADS

means PINE HEADING properly made from Southern Pine by men who know how

Powell Cooperage Co.
Cooperage Stock
MEMPHIS :: TENNESSEE

Any size Heading from 12 inches to 24 inches

STRAIGHT CARLOADS
SLACK BARREL
STAVES—HOOPS—HEADING

DIRECT FROM FACTORY

Mixed and Matched Cars
SHIPPED FROM
OUR MEMPHIS PLANT

BOONE
COOPERAGE COMPANY
Memphis, Tenn.

Unless there has been a good stretch of dry weather, almost invariably we have a loss of one or two bags in each shipment of potatoes. Somewhere along the line, either because of rain or other causes, moisture has come in contact with the bags and the printing ink used for brands has soaked through, ruining the potatoes beyond salvage. Also, drivers of motor trucks are not gentle by any means, and in unloading sling the bags of potatoes from atop the truck to the pavement. Invariably when the bags are opened, we find quantities of potatoes split—some in half, while others are so skinned or bruised that we dare not try to sell them to our customers. *We are seriously considering ordering all our potatoes, as well as many other food products, in wooden barrels to overcome the losses we now must stand.*" [Italics used are the JOURNAL'S.—Editor.]

Could any more concrete evidence as to the inferiority of the bag or sack as a container for potatoes be desired?

Potato Crop a Profit Source of Business for Cooperage Trade

Reports from potato growers to the U. S. Department of Agriculture indicate this year's plantings will reach 3,418,000 acres or 10.6 per cent less than that harvested last year. Allowing 2 per cent for usual loss of acreage from flood, hail, drought, blight and other causes, this intended acreage would leave about 3,350,000 acres for harvest next fall compared with 3,825,000 harvested in 1928 and 3,476,000 in 1927. With average weather conditions, this acreage would produce somewhere around 390,000,000 bushels.

The potato crop, therefore, plays no small part in the yearly volume of slack cooperage and cooperage stock consumed, and in this particular field can be developed a most lucrative source of business and profit for the wooden barrel and stock manufacturers, if more of them will take a leaf out of the books of A. B. Houtz & Son, Inc., and the Columbia Package Company, and take steps not only to protect their present volume of trade in potato barrels but to increase and extend their sales through the great business creating force today—advertising and publicity.

Keep Up the Good Fight and Success for the Wooden Barrel is Certain

"It is a little early," says Mr. A. B. Houtz, "to estimate what inroads, if any, the sack will make in their extensive campaign in the potato field, but our first advertising effort has placed the container proposition before the growers' attention in such a way and from such an angle as will cause the sack people to do some 'tall climbing' and even then they cannot get away from the facts."

And Mr. Houtz is 100 per cent right in his remarks. Let the good work spread throughout the entire cooperage trade. Now is the time that every wooden barrel and wooden barrel stock manufacturer should be lined up working for the wooden barrel not only in the potato fields but in every other field wherein shipping containers are used.

"I'll Pay Sixty-two Cents More for 165 lbs. of Potatoes in a Barrel Than I Will for the Same Amount of the Same Grade of the Same Kind of Potatoes in Sacks."

This is exactly what the potato buyers of New York, Philadelphia, Baltimore, Boston, Cleveland, Pittsburgh, Detroit and Chicago told the shippers in the 1928 season and the United States Government Agents show in their reports that the buyers ACTUALLY DID PAY that amount extra.

The official reports put out from Elizabeth City by the U. S. Department of Agriculture Market Service during the 1928 season show that 26 times there were the same kind of potatoes on the same market in both sacks and barrels. Taking the high quotation for both sacks and barrels, these reports show that 165 lbs. of potatoes were sold for more money every time in barrels than in sacks—not once did the sacked potato bring as much money per pound.

The average price paid for 165 lbs. of potatoes in barrels is shown @ $3.79 and the average price of the same number of pounds in sacks is shown @ $3.17.

This is not barrel makers' propaganda but DISINTERESTED GOVERNMENT FACTS.

U. S. No. 1 Potatoes actually sold for an average of 62c per barrel MORE than if they had been in sacks.

Here is the complete tabulation of every market on which the Government reports show both sacks and barrels of the same kind of potatoes the same day:

Report No.	Date	Market	Species	Sack Price Per 150 lbs.	Sack Price Per 165 lbs.	Barrel Price Per 165 lbs.	Premium on Each Barrel
1	June 1	Philadelphia	Spald. Rose	$2.75	**$3.02**	$3.50	**48c**
1	June 1	Boston	"	3.25	**3.57**	4.00	**43c**
1	June 1	Pittsburgh	"	3.00	**3.30**	4.00	**70c**
2	June 2	Philadelphia	"	2.75	**3.02**	3.50	**48c**
2	June 2	New York	"	2.50	**2.75**	3.75	**1.00**
2	June 2	Cleveland	"	3.00	**3.30**	4.00	**70c**
2	June 2	Pittsburgh	"	2.75	**3.02**	3.75	**73c**
3	June 4	Philadelphia	"	3.00	**3.30**	3.75	**45c**
3	June 4	Cleveland	"	3.00	**3.30**	4.00	**70c**
4	June 5	Philadelphia	"	3.00	**3.30**	3.75	**45c**
4	June 5	Baltimore	"	3.00	**3.30**	4.00	**70c**
4	June 5	Pittsburgh	"	2.75	**3.02**	3.75	**73c**
4	June 5	Cleveland	"	2.85	**3.13**	4.00	**87c**
5	June 6	Philadelphia	"	3.00	**3.30**	4.00	**70c**
5	June 6	Pittsburgh	"	2.75	**3.02**	3.75	**73c**
5	June 6	Cleveland	"	3.25	**3.57**	4.00	**43c**
6	June 7	Philadelphia	"	3.00	**3.30**	4.25	**95c**
6	June 7	Pittsburgh	"	2.75	**3.02**	3.75	**73c**
6	June 7	Cleveland	"	3.50	**3.85**	4.25	**40c**
6	June 7	Detroit	"	3.25	**3.57**	4.00	**43c**
7	June 8	Philadelphia	"	3.00	**3.30**	4.25	**95c**
8	June 9	Cleveland	"	3.50	**3.85**	4.50	**65c**
9	June 11	Cleveland	"	3.25	**3.57**	4.00	**43c**
10	June 12	Cleveland	"	3.00	**3.30**	3.75	**45c**
27	July 1	Chicago	Cobblers	1.05 per 100 lbs.	**1.73**	2.15	**42c**
28	July 3	Chicago	"	1.00	**1.65**	2.10	**45c**
		Average, all markets, all season			**3.17**	3.79	
		PREMIUM FOR BARRELED POTATOES					**62c** Per Bbl.

BUT THIS IS ONLY HALF THE TALE. The same Government records show many days on which the sacked potatoes had so much decayed, heated and dirty stock as to make special mention of it, while on the same days it is significant that North Carolina barreled stock was on the same market and no report made of any such inferior stock.

Following comments are frequent in these Government reports—"In stock cars, rain damaged," —"Most cars sacked stock showed slight to moderate decay,"—"Considerable heated and decayed,"—"Heated, decayed and dirty,"—"Most sack arrivals dirty."

In each of the following reports the Chicago market shows decayed, heated or dirty potatoes in sacks while North Carolina potatoes in barrels were on the same market and not a single bad report. Report No. 17, June 17th. Report No. 18, June 21. Report No. 19, June 22. Report No. 20, June 23d. Report No. 21, June 24th. Report No 22, June 26th.

Don't take our word for this. Look over your last year's reports or come to our office and we will show you our set.

The AVERAGE dockage for this bad stock in sacks was 25c per 100 pounds.

So if you ship in sacks you stand to lose 62c per barrel even if the stock arrives in prime condition and if by reason of the poor container you have to take the average dockage it will mean another 41c or a **TOTAL LOSS OF $1.03** per every 165-pound barrel.

REMEMBER, these are not OPINIONS. They are easily proven FACTS.

Even if the sack carried as well as the barrel, and even if you can buy sacks cheaper, who would make the saving? Would it stay in the seller's pocket or would the buyer get it in the end?

Prove this for yourself at your nearest grocery. You can buy cakes, crackers, rice or fine cut tobacco either in paper sacks or in sanitary containers. Do you pay as much for the stuff in paper sacks as in the better packages? Of course not. If you are willing to accept the unsanitary paper sack you won't pay as much for the stuff as if it came to you in a neat sanitary container.

THE **BUYER** REAPS THE SAVING OF THE CHEAP CONTAINERS—NOT THE **SELLER.** The above reports show the potato buyer is just as careful in his buying as you are.

You prefer to pay a little more for a better package—so does he.

The fellow who really thinks the thing through and checks up on these Government reports will not be fooled into the sack business.

He knows the barrel is the most convenient to handle both in the field and in the car,—he knows when the season is on, speed is everything—today's market may show a profit and tomorrow's a loss,—he knows early potatoes are easily mashed and bruised and that the barrel will best protect them.

He knows the shape of the barrel insures good ventilation in the car,—he knows the bottom tier of barrels carries the weight above whereas in sacks all the weight is borne by the lower potatoes,—he knows when the car rocks along the potatoes do not rub against each other, the staves take the rub,—he does not want to eat food that has been dragged over a filthy car floor with just a flimsy bit of cloth between it and the filth and he knows the buyer feels the same way.

He knows rot does not pass from barrel to barrel as it does from sack to sack,—and he knows the barrel is a standard Government container and just as fair to sell by as to sell by weight.

The package that will carry the potatoes to market in the best condition is the MOST ECONOMICAL package to use. To save a few pennies at this end and perhaps lose dollars at the other end will make a man lie awake nights HOPING his stuff will get there O. K.

PLAY IT SAFE. Ship in **HOUTZ BARRELS** and go to sleep nights with the satisfaction that you have done your darndest to give the buyer as well as yourself the square deal.

Columbia Package Co.
COLUMBIA, N. C.

A. B. Houtz & Sons, Inc.
ELIZABETH CITY, N. C.

Trade Extension Publicity that will hold and win business for the wooden barrel.

We print for the careful attention of our readers the full text of the wooden barrel advertisement prepared by A. B. Houtz & Sons, Inc., and the Columbia Package Co., and published and circulated by them.

Barreled Apple Exports Totaled $9,000,000 for the Year 1928

Shipments Abroad, However, Decreased in Comparison With Previous Years—Grape Exports Amount to 1,141,000 Kegs

According to statistics furnished by the Department of Commerce, United States exports of fresh fruits in 1928 were valued at $56,000,000, as against $60,000,000 in 1927. Exports of fresh fruits from the United States practically doubled in value in the five-year period of 1923 to 1927, having a value of $33,000,000 in 1923, of $41,000,000 in 1924, of $42,000,000 in 1925, of $53,000,000 in 1926, and of $60,000,000 in 1927—a progressive increase of from $1,000,000 to $11,000,000 a year.

Apples, the principal fresh-fruit export of of the United States, had a value of $27,000,000 (over $17,000,000 boxed apples and over $9,000,000 barreled apples); pineapples, $146,000; and "other fresh fruits," $2,300,000.

The following table shows total yearly exports of apples from the United States for the years 1925 to 1928:

Exports of Apples from the United States

[In units of thousands]

	Apples in barrels			Apples in boxes		
Year	Barrels	Value	Average price	Boxes	Value	Average price
1928	1,829	$9,232.00	$5.00	8,149	$17,431.00	$2.14
1927	3,042	15,200.00	5.00	6,407	15,000.00	2.34
1926	3,082	15,000.00	4.87	6,924	15,400.00	2.23
1925	1,707	8,275.00	4.87	4,922	12,800.00	2.61

Exports of Barreled Apples

United States exports of barreled apples in 1928 amounted to 1,830,000 barrels, as against 3,040,000 barrels in 1927, and average yearly exports of 2,220,000 barrels in 1923 to 1927. Our barreled-apple exports were about 1,200,000 barrels less in 1928 than in the previous year, and their value decreased around $6,000,000. This may be explained by the fact that New York, the principal barreled-apple State, had a commercial crop of only 8,200,000 bushels of apples in 1927, as against an average yearly crop of 15,700,000 bushels in 1922 to 1926, while Virginia's 1927 commercial crop ran around 5,000,000 bushels as compared with a yearly average of 6,600,000 bushels. New York and Virginia are leading exporters of barreled apples, and their short crops in 1927 were reflected in decreased exports of barreled apples during January to May, 1928.

United Kingdom Principal Market for Barreled Apples

The United Kingdom was our principal foreign market for barreled apples in 1928, taking 1,164,000 barrels (63 per cent), as against 2,153,000 barrels in 1927. Other important foreign markets were Germany, the Netherlands, Argentina, Belgium, Sweden, Denmark, Canada, Norway, Cuba, Finland, and France.

Exports of barreled apples from the United States by principal countries of destination follow:

Exports of barreled apples from United States

[In units of thousands]

Country of destination	1926	1927	1928
United Kingdom	2,412	2,153	1,164
Germany	113	283	139
Netherlands	45	98	84
Argentina	120	82	82
Belgium	6	75	82
Sweden	71	94	79
Denmark	99	106	64
Canada	132	80	61
Norway	27	24	17
Cuba	15	15	12
Finland	10	6	12
France	*	4	12
Other countries	32	22	21
Total	3,082	3,042	1,829

* Less than 1,000 barrels.
Source: Figures for 1926 and 1927 from Foreign Commerce and Navigation of the United States, published by the Department of Commerce. Figures for 1928 are preliminary.

Because of the unusually short United States barreled-apple crop in 1927, our important foreign markets for barreled apples, with the exception of Argentina and Belgium, took less of our barreled apples in 1928 than the previous year. Argentina's takings remained the same (82,000 barrels), while Belgium, whose purchases were negligible until 1927, when it imported 75,000 barrels, increased such imports to 82,000 barrels in 1928—indicating a sustained interest in our barreled apples. France, whose previous takings of our barreled apples were also negligible, came into the market in 1928 for 12,000 barrels, owing to an unusually short French apple crop.

There were several smaller foreign markets for United States barreled apples in 1928, including Mexico, which took 2,800 barrels; Colombia, 2,400; Uruguay, 1,300; Panama, 1,200; and Venezuela, 1,100 barrels.

Production and Exports of Grapes

In the 5-year period, 1923 to 1927, United States grape production averaged 2,200,000 short tons a year. The 1928 grape crop approximated 2,640,000 short tons, as against 2,600,000 tons the previous year. California, New York, and Michigan are the principal grape States, accounting in 1928 for 2,231,000, 85,000, and 73,000 tons, respectively. California produces around 90 per cent of United States grapes.

The United States exported the equivalent of 1,141,000 kegs (of 47 pounds) of grapes in 1928, as against 824,000 kegs the previous year and an average of 566,000 kegs a year in 1923 to 1927. Canada was our principal foreign market for grapes, taking 834,000 kegs (73 per cent) in 1928, compared with 576,000 kegs the previous year.

Smaller foreign markets for United States grapes in 1928 included Cuba, which took 112,000 pounds; Mexico, 71,000; the Philippines, 33,000; United Kingdom, 11,000; New Zealand, 10,000; Hong Kong, 9,600; British Malaya, 7,700; China, 5,000; Panama, 4,900; Venezuela, 4,700; Costa Rica, 4,500; Colombia, 4,000; Guatemala, 3,800; Salvador, 3,700; Java and Madura, 3,000; Ceylon, 2,800; Dominican Republic, 2,000; Newfoundland and Labrador, 1,700; Honduras, 1,600, and Japan, 1,300.

Quality, Grading and Packing—Orderly Marketing

Too much emphasis can not be placed upon the fact that fruit of good quality, properly graded and packed, attractively packaged, and reasonably priced, will yield the greatest profit in the long run in either foreign or domestic markets. Though it is necessary to resort to foreign markets to dispose of surplus fruit production, fresh fruits exported from the United States should come within approved standard grades. Many foreign markets are usually fairly well supplied with fruit of ordinary commercial quality—ungraded, packed in bulk, and yielding only fair prices—and there is also a growing tendency in important fruit-producing countries to advocate and encourage better grading and packing of fruit intended for export to countries where United States fruits find a good market.

Cooperage Manufacturer Attends Dry Kiln Course

Raymond Russell of the International Cooperage Company, Niagara Falls, N. Y., was numbered among the attendance at the dry kiln short course given by the New York State College of Forestry, Syracuse University.

The course is under the direction of the department of wood utilization. Prof. N. C. Brown, Hiram L. Henderson and George Kramer are giving the course in connection with experts from various industries on special phases of wood seasoning. This course is offered during the winter each year and is intended for men actually engaged in the operation of dry kiln plants.

Constructing New Plant

Work of construction has started on the new cooperage plant at Goodman, Miss., of the Allen Cooperage Company. The concern, which has its general headquarters at Cleveland, O., purchased outright the tract of ground on which the plant is being located.

Jack Thompson and M. C. Peterson have leased a site at Selvam Springs, Ark., and will erect a stave plant.

Increased Tobacco Distribution Holds Out Splendid Prospects for Manufacturers of Hogsheads

Sales Exceeding Production—Old Stocks in Warehouses Materially Reduced—Hogshead Industry Can Look Forward to Excellent Business in Future

General conditions prevailing in the United States tobacco industry at the close of 1928 were very encouraging, particularly to the producer. For two consecutive years the distribution of the crop has exceeded the production, and as only two surplus crops have been produced since 1923, old stocks have been reduced materially.

Past Ten Years Marked Greatest Development in Tobacco Industry

The year 1928 marks the close of the first 10-year period following the World War—undoubtedly a decade of the greatest development ever attained in the American tobacco industry. Twice within that period the United States tobacco crop exceeded 1½ billion pounds, or almost half the production of the world. Moreover, from the standpoint of consumption, the American cigarette has risen since the war to an elevation far superior to any other tobacco product. Cigarette production since 1920 has reflected an unbroken upward trend, reaching an output of 105.9 billions in 1928.

Meanwhile, the trend of the world toward cigarette smoking has led to great development in regions of the country producing cigarette types of tobacco, but the producer of dark, heavy types has encountered difficulty in marketing his product, both at home and in foreign countries. Several dark types are still in need for foreign outlets, but on the whole, the crop is gradually approaching the demand.

Tobacco Industry Differs From Others in Production and Distribution

Tobacco is not a product which is consumed from year to year, as are many agricultural products, perishable in nature. In fact, tobacco is unfit for consumption until it has aged for several years. Throughout the process of producing, ageing, consuming, and exporting, continuing over a period of the last five years, a nice balance has been effected between the production and distribution of the crop. On the average, production has amounted to 1,302,000,000 pounds annually; and distribution, a great part of which is accounted for by consumption in domestic factories, has amounted to 1,253,000,000 pounds annually. It is estimated that consumption in domestic factories during 1928 amounted to 839,000,000 pounds—the greatest consumption figure on record in the annals of the American tobacco industry.

Types Adaptable to Export Trade

Some types of tobacco are more adaptable to the export trade than others; and some types, as for instance, Burley and cigar tobacco, are better fitted for domestic consumption. As each type is more or less indigenous to certain sections of the country, the weal of the producers fluctuates in localized areas with the demand in foreign markets and consumption in domestic factories.

The following table shows the production and distribution of tobacco in the United States from 1924 to 1928:

United States production and distribution of tobacco

[In thousands of pounds, 000 omitted]

Year	Production	Exports	Consumption in domestic factories
1924	1,251,343	575,398	669,103
1925	1,376,628	477,488	692,099
1926	1,297,889	487,058	712,557
1927	1,211,909	511,868	*717,665
1928	1,373,501	583,840	839,365
1924-1928 Average	1,302,254	527,130	726,158

* Estimated.

The Crop in 1928 Showed Enormous Gain

According to reports of the United States Department of Agriculture, the crop of 1928 amounted to 1,373,501 pounds, compared with 1,211,909,000 pounds in 1927, representing gross incomes to the farmers of the country of $274,949,000 and $256,884,000, respectively. Prices paid to producers, on the average, amounted to 20 cents per pound, a decline of about 1.2 cents compared with 1927, but an increase of 1.8 cents over 1926. Owing mainly to several short crops, the prices of Burley and certain other air-cured types showed a fair margin of increase in 1928. As Burley enters largely into the manufacture of American cigarettes and has no appreciable foreign demand, the increased production of cigarettes in 1928 was also an important factor in the price increase.

The Tobacco Export Trade

Through the exports of tobacco and its products, more than $179,000,000 were brought into the United States from foreign countries during 1928. Compared with previous years, this sum is greater than any since 1924. Among other agricultural products exported from the United States in 1928, tobacco ranked third in value.

Leaf tobacco is the most important item of the tobacco export trade, and cigarettes rank second, the value of exports of these two commodities in 1928 being $154,000,000 and $22,000,000, respectively. There is also an important trade in chewing and smoking tobacco, which amounts to over $2,500,000 annually.

In volume, the leaf tobacco exports during 1928 amounted to nearly 584,000,000 pounds, which is the highest export point ever reached in the history of the industry, except in 1919, when a tremendous surplus occasioned by the World War was moved; in that year leaf exports reached approximately 777,000,000 pounds. It may be conservatively stated, however, that the American leaf tobacco exports during 1928 mark the highest point ever reached in any normal year.

Throughout the year cigarette tobacco continued to be the most important type, both in the export trade and domestic consumption. This type, in fact, has become so dominant in the industry that in 1928 it represented over half of the crop and three-fourths of the exports. Production for the year amounted to 711,000,000 pounds—a little less than in 1927—and exports reached a peak figure of nearly 435,000,000 pounds.

Ninety Per Cent of Leaf Tobacco Exports Shipped to Europe and Asia

More than 90 per cent of American leaf-tobacco exports are sold in Europe and Asia. Export proportions in 1928 were 54 per cent to Europe and 38 per cent to Asia. From a standpoint of market strength as buyers of American leaf tobacco, the United Kingdom dominates Europe and China dominates Asia; consequently, the economic factors underlying the potential buying of these two countries are of vital importance to the American tobacco trade. It is a notable fact that the important European markets declined in 1928, as compared with 1927, and Asiatic markets increased.

Leaf exports to the United Kingdom amounted to 173,667,000 pounds, a decrease of 5 per cent, compared with 1927, but an increase of 16 per cent compared with 1926. Intensive efforts have been made by the United Kingdom to curtail imports of raw tobacco by substituting that produced in British colonies; nevertheless, exports of American tobacco to that country during the past five years have increased by 29 per cent over a pre-war export quantity of 130,000,000 pounds. It is a fact, however, that British purchases of certain types, particularly the darks, have declined materially.

Other important leaf markets of Europe showing declines in 1928 were France, Germany, Spain, and Belgium. Even the minor markets of Europe have declined sharply—Poland and Danzig, the Scandinavian group, Switzerland, and Portugal—all showing losses.

On the other hand, leaf exports to Asiatic markets in 1928 were characterized by an increase of 128 per cent compared with 1927. Exports to China amounted to 160,000,000 pounds, an increase of 212 per cent; exports to Australia increased by 7 per cent and amounted to 21,000,000 pounds; exports to Japan increased by

53 per cent; to Java and Madura 27 per cent; and to British India 68 per cent.

The only foreign cigarette market of importance for American cigarettes is China, which took 8.6 billions out of 11.7 billions exported in 1928. The Philippines, British Malaya, and Panama absorbed about 1.6 billions, and the remainder were marketed in numerous other countries of the world.

U. S. Does Large Import Tobacco Trade

Although the United States produces more varieties of tobacco than any other one country of the world, an important leaf import trade exists in order that the finest blends may be obtained in the great output of the cigar and cigarette industries. Leaf tobaccos thus imported are not regarded as competitive by the tobacco industry, and in normal years imports of raw leaf vary in direct ratio to the production of tobacco products. The leaf import trade of 1928, however, varied from the normal trend, and although the output of tobacco products was the greatest in the history of the industry, the imports of leaf tobacco declined by 26 per cent, compared with 1927, and amounted to less than 75,000,000 pounds; but, owing to the fact that leaf imports of 1927 were the greatest ever recorded, a more exact conclusion may be deducted from a comparison with an average annual importation through the years 1923-1927, amounting to 74,922,000 pounds.

The following statement shows the imports of leaf tobacco into the United States from 1923 to 1928:

	Pounds
1923	57,670,000
1924	68,589,000
1925	77,690,000
1926	67,906,000
1927	102,754,000
1923-1927 average	74,922,000
1928	74,797,000

Leaf tobacco imported into the United States is used either in the cigar or cigarette industry. In 1928, tobaccos imported for the cigar industry amounted to 60 per cent of the total imports and cigarette tobaccos amounted to 40 per cent, which is about a normal ratio for the two industries.

Imports of cigar tobaccos from 1924 to 1928 (not including shipments from Porto Rico) amounted to about one-third of the domestic crop. Cuba supplies 70 per cent of the total cigar-leaf imports and the Netherlands 20 per cent. Most of the remaining imports come from the Philippine Islands. Imports from Cuba in 1928 amounted to 24,154,000 pounds from the Netherlands, 6,499,000 pounds.

Porto Rico a Source of Supply

One of the important sources of raw material supply in the United States cigar industry is Porto Rico. Tobaccos from that island are of the filler type mainly and, like tobaccos from the Philippine Islands, enter the United States duty free. Nearly 26,000,000 pounds of leaf tobacco were shipped from Porto Rico to the United States during 1928, compared with 31,000,000 pounds in 1927. Imports from the Philippine Islands are also of the filler type, but only small quantities are imported. If the shipments from Porto Rico be included with free imports from the Philippine Islands and duty paid imports from other countries, the supply of leaf tobacco entering the United States from outside sources would amount to 100,562,385 pounds in 1928, and 133,615,953 pounds in 1927, valued at $90,314,125 and $67,485,763, respectively.

Cigarette tobaccos are supplied by Greece and Turkey mainly. Direct imports of cigarette leaf from Greece in 1928 amounted to 13,000,000 pounds; from Turkey, 16,000,000 pounds. About 10,000,000 pounds entered the United States in 1928 from Italy, having originated in Greece and Turkey and been manipulated in Trieste, where manipulation costs are cheaper.

Packing Flour for the Gold Coast

Assistant Trade Commissioner Charles K. Morris, Accra

In the past the major part of flour shipped to the Gold Coast has been packed in barrels of 196 pounds each. Because of the rough handling received, only barrels coopered in the strongest possible fashion can be used. Steel and wooden hoops have both been used, and it is difficult to say which has been most satisfactory. In this matter the tastes of the natives must be considered, as the trade sometimes has refused to buy flour because the hoops were of wood when previously they had been of steel, and vice versa. All shipments, before the opening of Takoradi Harbor, have had to be unloaded by means of surfboats. Slings of five or six barrels are brought out of the ship's hold and swung over the gunwale into the boats waiting alongside. As a heavy surf is usually running, the barrels are often dropped with a sharp crash.

Barrels Should Have Additional Strengthening to Withstand Extremely Rough Handling

Two slings of barreled flour make a load for the surfboat. When the boat arrives at the beach, the boat boys jump into the knee-deep water, a barrel of flour is placed on each boy's shoulder and is carried up the beach to the concrete platform of the customs warehouse. Here another boy is waiting alongside a mattress arrangement. Both boy and mattress are supposed to break the shock of the drop, but the man sees only that the barrel drops on the pad. Under such treatment some of the heads give way.

In such an accident the flour is shoveled back into the barrel and recoopering is done by a carpenter hired for that purpose. The barrels are then rolled into the customs warehouse to await clearing formalities.

Some of the exporting companies have placed metal and wooden strips over the barrel head to strengthen the part that has proved most vulnerable; these strips have been a decided help. A number of ship captains have recommended double-heading the barrels as affording greater resistance to the shock of the drop.

Bags Will Not Prove Satisfactory

During the past few months experiments have been made with bag shipments, each bag weighing 98 pounds. It is yet too early to give definite results, except from Takoradi, where direct ship-to-dock landing facilities made bag shipments satisfactory. Several types of bags have been used: First was a double canvas bag, but as canvas tears instead of giving under strain, these bags have not been very successful. Furthermore, the wetting of canvas (the bags are given a severe spraying in coming through the surf, and also from the wash alongside the freighter) only increases this tendency to tear.

Another type of packing being tried is an extra-quality jute bag, with an ordinary cotton sack inside. So far there have been no complaints received on flour shipped in this packing, but an examination of the surfboats after handling a shipment of this kind showed them to be a mass of flour paste. The latest experiment along this line has been a jute bag with a rubberized inner sack. The first shipment in this type of packing was received during December, 1928, and no complaints have yet been registered.

Some 140-pound jute bags, with cotton sacks inside, have also been imported into the Gold Coast, but these have been for the exclusive use of one bakery and imported specially by them. Small 10-pound sacks also have made their appearance in this trade, being shipped 18 to a barrel, but they are not very popular.

Eugene Graham Takes Over Operations of Graham Stave and Heading Company

The business of the Graham Stave and Heading Company, Jackson, Miss., is being liquidated. Eugene Graham, president of the company, has acquired part of the machinery and will operate the stave and heading business under his own name.

Menasha Woodenware Corporation Adds New Department

The Menasha Woodenware Corporation, Menasha, Wis., manufacturers of slack barrels, butter tubs and woodenware, have added a wooden spool department to their business.

New Heading Mill

A new heading manufacturing plant is to be established at Smithville, Miss., nine miles north of Amory, by the Young Lumber Company. The company operates a similar plant at Aberdeen, Miss.

G. I. Frazier Co., Memphis, Tenn., has acquired an 18-acre site in Charleston, Miss., on which it will erect a stave plant.

ACTIVITIES AND BUSINESS OUTLOOK IN BARREL USING INDUSTRIES

Industrial Chemicals Exceeding All Previous Records

The situation in the industrial chemical field continues steady and firm. There is an almost total absence of pressure from surplus stocks with consumers making sufficient demands to absorb output.

Movements of commodities in this line were greater for the first quarter of this year than for any other like period under normal conditions. Shipments are much larger and heavier than last year, and although there will be an expected falling off as the summer months approach, there is no idea in the trade that the reduction will be anything but very nominal.

Caustic potash is moving along freely, while bichromate of potash has not receded from the good business it has been having. Bicarbonate of soda continues steady with sales fully up to the seasonal average.

Enlarged consumption of caustic soda is very noticeable. Industries using this product are keeping the volume up to the high market, with the movement somewhat larger than last reported.

The industrial chemical trade from all indications is in splendid condition both as to volume and price, and there is not reason to look for anything but a continuation of the present good business.

Vegetable Oils Are Not Moving Very Well—Financial Markets Affect This Industry

The vegetable oil market has reacted to the fluctuation of the securities market in the same manner as have the other oils and fats. Prices are lower with very little consumer interest. Trade in castor oil is light at this writing and orders are for small volumes only. Prices, however, remain unchanged. There is very little activity in cocoanut oils and while users are ordering out deliveries against contracts there is but small interest being displayed in future requirements.

Crude corn oil is quiet. The refined product is holding to its present prices, but the demand is not large. Olive oil foots are having a fair call for spot shipments. The commercial oil demand, on the other hand, is spasmodic. Palm oil has receded from its stronger position of last month. The price has dropped a little for future deliveries although spot and nearby arrivals hold steady and supplies are scarce.

The improvement needed in vegetable oils is very apparent, but when this trade betterment will come is difficult to forecast as it depends on too many "ifs" to judge safely.

Paint Materials Going Strong With Opening of Spring Demand

As indicated last month, spring has had its usual good influence on the demand for paint materials. There is a strong tone to the pigment market, while shipments of paint materials against existing contracts have shown a marked increase and are moving in quantities fully up to expectations.

Lithopone is having sales in good quantities and movements on contracts are holding up. The market is steady with prices unchanged from last reporting.

There is a seasonal demand for Barytes. In the pig lead market a decided firmness is the feature. New orders are being placed on an active basis with contract deliveries going out in a little more than usual numbers. Building programs throughout the country are heavy, especially in the various metropolitan districts, and this heavy construction schedule coupled with the usual clean-up and paint-up activities is bound to keep paint materials on the up grade for some time.

Denatured Alcohol Having Quiet Demand—Prices Hold Firm

The buyers of denatured alcohol may be said to be keeping away from the order book. No usual activity is noticeable in this line. However, the slowing up of new business has not affected the price market in any way. Quotations are firm and it can even be said that the market favors the seller more than the buyer.

Production statistics compiled by the Industrial Alcohol Institute show the total output of ethyl alcohol for February to be 6,584,773 wine gallons compared with 7,560,835 for January, 1929, and 5,546,295 for February, 1928. The demand for natural methanol has taken on additional activity and this has tended to hold prices on a firm basis.

Provision and Hog Products Industry Able to Withstand Unsteadiness of Grain and Securities Markets

The provision markets have felt the effects of the strains and stresses of the grain and securities markets. Financial fluctuations influenced the provision market, yet in face of everything the hog products market has been able to hold its own.

Prices have receded from the high values of a month ago. Shipments of meats have shown a decrease but lard has shown very little change, the lowered shipments being about equaled by the decrease in receipts.

The movements of hogs during early March were not encouraging but in the latter part of the month showed a decided improvement.

Export figures estimate the export of lard from January 1st to March 16th at 172,132,000 pounds. This is a decided reduction under the total for the same period of 1928, when exports totaled 201,215,000 pounds.

The situation in this industry is one that is being given close attention. There is room for considerable improvement.

Linseed Oil Not Very Active But Outlook for Future is Good

The existing quietness in the domestic and Argentine seed markets is noticeable also in the linseed oil market. Crushers have not reduced the open quotations, but it is generally felt that lower bids would be favorably considered.

There is, however, an improvement in delivery requests against current contracts. The jobbing business in less than carload orders is better, and this along with the improvement which is looked for generally may later be reflected in the market.

Of course, so far as futures are concerned the tariff situation must be cleared away before any definite opinion can be expressed.

Cottonseed Oil Situation Needs Strengthening

The price situation in the cottonseed oil trade has felt the same fluctuations in financial circles, which have affected oils, grains, lards and hogs. Quotations are lower both for immediate movement and for futures.

Consumers of refined are holding down their orders to immediate requirement, and no improvement is looked for along this line until a general improvement in conditions takes place.

Degras in Good Demand—Other Animal Oils Have Limited Call

Among the animal oils degras is having a very good demand. There are only limited supplies on hand, and with buyers evidencing considerable interest, the market has increased in steadiness.

Lard oil, on the other hand, is enjoying only a fair volume of business and there is a weakening tendency in the price market.

Other commodities in this industry are

limited in demand and show the effects in a less firm market. Neatsfoot oil is dull. Oleo oil is quiet and stearic acid is having but a short new business call.

Tallow and Greases Are Only Marking Time at Present

The tallow trade has had a month of low prices with only a fair consumer demand. While producers are thought to be sold up to some extent, yet there is no alarm among consumers as they appear to be in position to care for their requirements.

In this line, as well as in many others, the conditions in the money and financial markets have created an unsettled situation.

Greases are experiencing the same weakness as tallow. Buyers are evincing very little interest and appear to be awaiting developments.

Oleo stearine, too, has somewhat slackened in demand. In some sections there is a decided falling off in orders which has resulted in a break of prices.

Among Barrel Consumers

The Toledo Seed & Oil Co., Toledo, Ohio, is planning to extend its operations to include the production of soya bean oil.

The Southern Meat Company, Anaheim, Cal., has completed improvements to its plant. Modern meat packing equipment has been installed.

The Kenosho Packing Company, Kenosho, Wis., has been incorporated with a capital of $50,000. The company has secured a site at 31st Ave. and C. & N. R. R. and will immediately begin the erection of a plant.

The Carnation Milk Products Co., Oconomowoc, Wis., will erect a condensery at Schulenberg, Texas.

Georgetown Cottonseed Oil Co. is constructing a new mill at Georgetown.

Barnes Dairy Products Co., manufacturers of powdered milk, condensed milk, etc., will erect a plant at Cape Girardeau, Mo.

Dewey & Almy Chemical Company, Cambridge, Mass., have let a contract for the erection of a one-story chemical plant.

The Louisiana Chemical Co. is erecting a plant at Bastrop, La. Estimated cost is $350,000.

Sethness Co., 659 Hobbie St., Chicago, Ill., will erect a new flavoring extract manufacturing plant at Belle Plaine and Kilpatrick Aves., Chicago.

Armstrong Paint & Varnish Co., Chicago, Ill., will erect a seven-story factory at 1358 Kilbourne Ave.

Homer Laughlin China Co., Newell, W. Va., plans the erection of a one-story pottery.

Tylac Co., Inc., Monticello, Ill., plans the erection of a factory to manufacture wood fibre tile for interior building use.

Petroleum Industry of Canada

Canadian oil production in 1927, according to Consul Samuel C. Reat, Calgary, amounted to approximately 500,000 barrels of crude petroleum, of which Alberta wells produced 330,000 barrels. Eastern Canada produced close to 170,000 barrels, judging by the official returns for the first six months of the year, when Ontario reported 69,177 and New Brunswick 15,590 barrels.

Production in 1928 Estimated at 485,300 Barrels

Official figures for 1928 are not yet available, but an unofficial estimate places the Alberta production at 485,300 barrels, which would indicate an output of at least 700,000 barrels for the entire Dominion, assuming proportion to be similar to that in 1927. In Ontario production is gradually decreasing, but the rapid increase in output from New Brunswick has been one of the features of the Canadian industry in recent years. In 1925 New Brunswick produced only 5,376 barrels of crude; in 1926, 10,544 barrels; while in 1927 the output amounted to 15,500 barrels during the first six months. The oil apparently is of a fairly high grade.

Estimates at the beginning of 1927 placed the Canadian production as high as 750,000 barrels for that year. The bad condition of Turner Valley roads throughout the wet season, however, handicapped development considerably, and but for this drawback, no doubt, several more producers would have been brought in early last fall. Production has fluctuated considerably in the past 10 years. From 198,000 barrels in 1916 it advanced to 305,000 in 1918, then declined steadily to 164,000 in 1924, and thence increased again to 318,000 barrels in 1925 and 350,000 in 1926.

Outlook for Alberta's Production in 1929 is Good

Alberta had a very successful year of development in 1928, by far the most important in production and exploration since the field became known. The present year promises to be even more favorable, and the Province is steadily assuming a place as a producer of high-grade petroleum and an abundance of natural gas. Turner Valley is recognized as the premier oil field of Canada and as possessing potentialities for becoming one of the great fields of the North American Continent.

The Turner Valley field lies about 15 miles west of Okotoks and 40 miles southwest of Calgary. The present producing area is about 1½ miles wide, but drilling is now proceeding in an area about 10 miles long and 2 miles wide. It is estimated that between $4,000,000 and $5,000,000 has been spent in this area, and a large amount of this expenditure was American capital. During 1928 drilling totaled more than 100,000 feet. The subsidiary of one American company recently announced that it will enlarge its program for 1929 about 20 per cent, more developmental work than has been done in any previous year, and several new independent concerns have made plans for rather extensive drilling. The Turner Valley operations are not haphazard but rather are designed to make western Canada independent in crude oil during the next few years. At the present rate of development it appears that it will be 15 years before all the potential oil area in Turner Valley is under operation.

United States Foreign Trade in Poultry Should Be Developed as a Wooden Barrel Consumer

Imports of dead poultry have varied from 2,773,995 pounds in 1925 to 5,856,328 pounds in 1928, when they were 2,227,863 pounds more than in 1927. Argentina is at present the largest source, receipts from that country having increased from 624,503 pounds in 1925 to 2,461,911 pounds in 1928. These imports consist largely of turkeys and arrive in the United States in July, August, September, and October, only small lots coming in during June and November and December. In 1928 a considerable quantity of poultry was also imported from Austria—926,162 pounds, as compared with 1,077,656 pounds in 1927 and 18,827 pounds in 1925. Part of these imports probably originated in Hungary. The United Kingdom supplied 1,308,664 pounds of dead poultry to the United States market in 1928, as against 411,991 pounds in 1927. These imports from the United Kingdom are, no doubt, trans-shipments of poultry received in England from some of the European countries. These three countries —Argentina, Austria, and the United Kingdom—supplied 80 per cent of the total dead poultry imports in 1928. Shipments also began to arrive in the United States in 1928 from Latvia and Russia, amounting to 415,679 pounds and 102,083 pounds, respectively. Even British India supplied 24,485 pounds of dead poultry to the United States market in 1928. In 1925 Canada was the largest source of dead poultry imported into the United States, but imports from that country have constantly declined and in 1928 they amounted to only 203,616 pounds, owing mainly to stronger domestic demand.

Total exports of dead poultry have varied from 5,101,561 pounds in 1925 to 3,090,121 pounds in 1928. Though the United Kingdom is the principal market and takes from 67 per cent to 83 per cent of the total exports annually, shipments to that destination have declined from 4,266,306 pounds in 1925 to 2,084,392 pounds in 1928. Imports into the United Kingdom in 1928 were lower than in 1927, and smaller quantities were taken from all of the principal sources of supply. Panama and the Bermudas also purchase a considerable quantity of dead poultry from the United States, amounting in 1928 to 264,395 pounds and 256,590 pounds, respectively. Exports to Panama vary from year to year, but there has been a steady increase in shipments to the Bermudas. Cuba has dropped from fourth place as a market for United States dead poultry to sixth place, exports to that country having decreased from 131,584 pounds in 1925 to 60,056 pounds in 1928—owing in part to the development of the poultry industry in Cuba and in part to general economic conditions.

International Apple Shippers Association to Meet in Toronto, August 13th-16th

The first official announcement of the dates for the annual convention of the International Apple Shippers Association has been sent out from the executive offices, Rochester, N. Y., by R. G. Phillips, secretary, and W. L. Minick, president. The meeting will be in Toronto, Canada, August 13th to 16th, inclusive.

Convention headquarters will be at the Royal York Hotel, now being built in Toronto by the Canadian Pacific Railway at a cost of $16,000,000.

The announcement sent out from headquarters of the association makes the following urge for attendance:

"Growers, packers, shippers, receivers, wholesalers, jobbers, exporters and importers from all parts of Canada, the United Kingdom, Continental Europe and the United States will meet in Toronto on August 13th to 16th. We urge you to plan now to be present and 'touch elbows' with the world's apple industry. A man's judgment is no better than his information. Be present and get the facts."

Wood Utilization Committee to Hold Annual Meeting

Subjects of vital interest to those engaged in the wood utilization field will be discussed by the chairmen of project subcommittees at the annual meeting of the National Committee on Wood Utilization of the Department of Commerce, to be held in the Commerce Building, Washington, D. C., Monday, April 29th, at 9.30 A. M.

Discussions will be presented on subjects pertaining to the seasoning and manufacture of lumber; the utilization of wood waste and the degree of elimination of waste made possible by the surveys now being carried on in several States; the standardization of wood products; wood preservation; and the results already achieved in the field of wood utilization.

The future of the meeting will be the period devoted to an examination of a copy of the handbook on wood construction prepared by Dudley F. Holtman, the committee's construction engineer, and sponsored by a subcommittee consisting of seven leading architects, engineers, contractors, and builders, who were appointed for the purpose by Herbert Hoover. This book will be ready for distribution in May.

The National Committee on Wood Utilization was organized by Herbert Hoover while he was Secretary of Commerce, as a means of bringing about a more complete co-operation between industry and the Government. It comprises about 150 members selected from leaders in various wood-using fields, and has a strong consumer representation. It is engaged in an effort to increase the present utilization of timber and to pave the way for commercial reforestation by making it profitable.

Tatum & Thompson, of Glenville, Ga., are preparing to install a stave mill at Ludowici, Ga. They will produce rosin barrel staves.

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Southport Corporation, New Orleans Bank Bldg., New Orleans, La. 4
Sutherland, Innes Co., Ltd., Chatham, Ont. 25
Wilson Stave Co., W. W., North Little Rock, Ark. 24

TIGHT STAVE MANUFACTURERS

Henning, Inc., E., Chicago, Ill. 4
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The Service Specialists today—which modern business demands—are those who save their clientele lost motion in any direction or waste of any kind.

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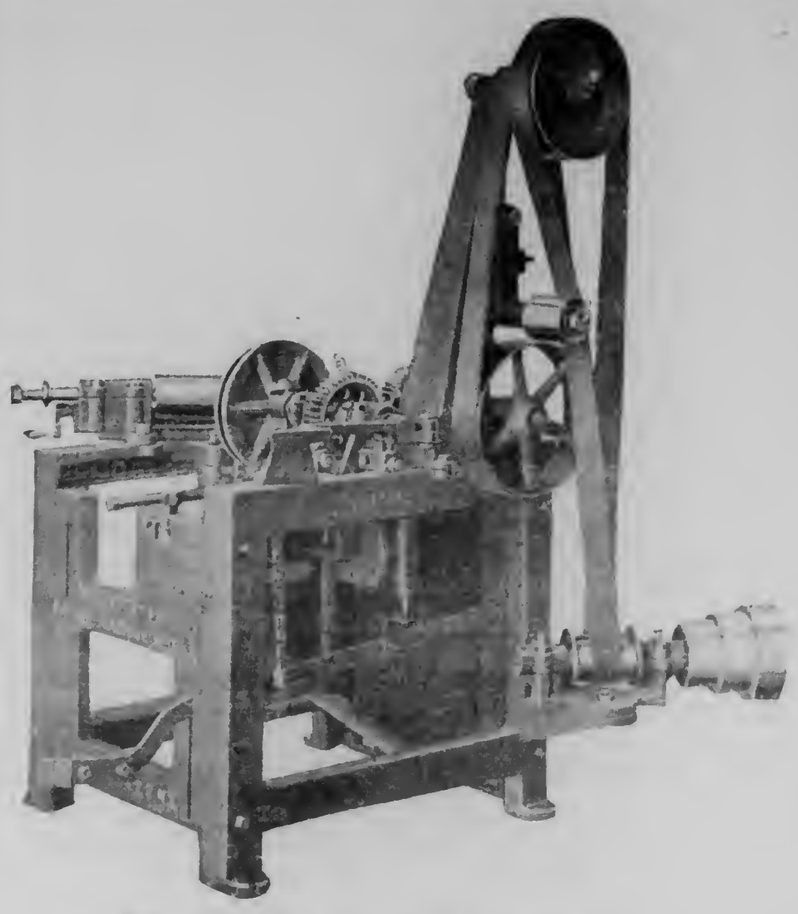

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No. 5 HEADING TURNER

showing new belt feed arrangement, dispensing with worm, worm wheel and bevel gears.

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